

NOVEMBER 2019 FINANCIALS

D. Patrick Lewis, President K. Michelle Lind, CEO



ARIZONA REALTORS®

MONTHLY FINANCIAL PACKAGE November 2019

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FINANCIAL SUMMARY





MONTHLY FINANCIAL NOTES November 2019 Income/Expense Summary (Operating Budget vs. Actual)

	2019 Y-T-D Actual	<u>Budget</u>	<u>Variance</u>
Income			
Dues	\$ 9,979,480	\$ 9,515,530	\$ 463,950
Other	\$ 756 <u>,884</u>	\$ 510,142	\$ 246,741
Total Income	\$ 10,736,364	\$ 10,025,672	\$ 710,691
Expenses	\$ 6,020,34 <u>3</u>	\$ 7,109,426	\$ (1,089,082)
Net Income (Loss)	\$ 4,716,020	\$ 2,916,245	\$ 1,799,774

Year-to-date income exceeds expense by \$4,716,020. This amount compares favorably with projected net income of \$2,916,2454 for the reporting period, therefore, we have a positive year-to-date variance of \$1,799,774

RESERVE FUNDS

<u>Operating Reserve (Bylaw Article IV, Section 1; Policy B.6)</u> - The balance as of January 1, 2019 was \$8,135,795 inclusive of UBS RMA, Private Bank and BlackRock Accounts. The current balance is \$8,938,732. There were \$600,000 deposits this period for the accumulated operating surplus. The fund has seen a change in value of \$802,936.

REALTORS® Issues Mobilization Fund (Bylaw Article IV, Section 3; Policy B.6 & RIMC Policies) - The balance as of January 1, 2019 was \$2,514,073 inclusive of the UBS RMA, Private Bank, Q-GARP, Dividend Ruler, Portfolio and BlackRock Accounts. The current balance is \$4,511,395. There were \$800,000 in deposits for accumulated operating surplus this period. These accounts have seen a change in value of \$1,997,321.

<u>Capital Reserve (Bylaw Article IV, Section 2; Policy B.6)</u> - The balance as of January 1, 2019 was \$4,161,654 inclusive of the UBS RMA, Private Bank. Q-GARP, Dividend Ruler, Portfolio and BlackRock Accounts. The current balance is \$4,467,414. There were \$200,000 in deposits for accumulated operating surplus and \$7,422 in withdrawals for computer networking equipment and license. These accounts have seen a change in value of \$305,760.

<u>Strategic Initiatives Reserve (Bylaw Article IV, Section 4; Policy B.6)</u> - The balance as of January 1, 2019 was \$2,092,238 inclusive of the MidFirst checking, UBS RMA, Q-GARP, Dividend Ruler, Portfolio Accounts and BlackRock Accounts. The current balance is \$2,214,888. There were no deposits or withdrawals this period. The fund has seen a change in value of \$122,650.

PRIMARY COMMITTEES

Note: Changes to the Generally Accepted Accounting Principles (GAAP) that became effective after the 2019 Budget was approved affect the allocation of expenses in each of the area budgets.

Page 25: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are under budget as follows: 1501 - Government Area Support is over budget due to expenses now being allocated in the LPA budget rather than the Operations budget as a result of the changes to GAAP, all planned expenses are under budget and offset the GAAP changes; 1510 - Legislative Advocacy is under budget due to expenses related to conferences not occurring as a result of not attending NARs campaign school, Contract Fees is under budget due to LOLA Access charges not occurring; 1545 - Local Lobbying Support is under budget as a result of a reduction in demand of support; 1550 - Legislative Policy Development is over budget as a result of increased costs to host REALTOR® Day at the Capitol, Speaker Fees is under budget as the contract was less than projected; 1560 -Fundraising Support is under budget as a result of NAR reimbursement for expenses related to the Spring Auction; Catering/Hotel is under budget as a result of the Rally Ride hotel expenses being less than projected, Dues & Commitments is under budget because the RPAC \$6 per member to NAR required less funds to be transmitted as a result of the increase in Major Investor funds sent to NAR; Contract Fees is also under budget and a portion reallocated to the PBD area; 1575 - Federal Liaison Support is on budget as expenses related to mid-year travel accurately reflected projections; Travel expenses are under budget as some FPCs were reimbursed through other allocated funds; 1580 - Election Year Activities is under budget as a result of not incurring expenses in a non-election year; 1585 - Governmental Communication is under budget as a result of less than anticipated expenses for CFA Outreach services, while Printing is slightly over budget as a result of an increased cost for Caucus agenda printing; 1596 - Political Research is under budget due to minimal research conducted. Overall the Legislative & Political Affairs Area has a positive net variance of \$139,166 Y-T-D.

Adjustments/Recommendations: Motion approved in May to reallocate up to \$48,000 from the Legislative and Political Affairs REALTOR® Party Plus budget (810-1560) to the Professional & Business Development Convention Budget (810-1860) for the purpose of a professional convention survey.

Page 35: RISK MANAGEMENT

Expenses are **under** budget primarily due to: 1601 - *Risk Management Support* Supplies is under budget due to fewer copies than anticipated, Conferences is under budget as portions of the January General Counsel's meeting were paid at the end of 2018, and NAR convention expenses were less than expected; 1602 - *Legal Support* Contract Fees is under budget as we settled the copyright infringement lawsuit filed in Federal District Court thereby avoiding fees that would have been incurred via motion practice and trial; and Subscriptions and References is under budget as the cost of continuing legal education classes were not as much as anticipated; 1605 - *PS Enforcement* Contract Fees is over budget due to the cost of Abacus fees now being allocated to the Risk Management budget rather than the BS&T budget as a result of the changes to GAAP, and Income is marginally less than anticipated year-to-date; 1610 - *PS Training* Catering/Hotel is under budget because the Black Canyon Conference Center costs for the PS Workshop were less than anticipated, Speaker Fees is under budget because the February 2019 speaker was paid out of the 2018 budget, and Contract Fees is under budget as we have not yet utilized a videographer to record PS videos; 1625 - *Risk Management Publications* Promotion is under budget because we have sent out just one ASAP text alert which only went to two smaller sized local associations; and 1650 - *Forms Development* Contract Fees is under budget as zipForm® has not billed us for new and revised forms. **Overall, the Risk Management Area has a positive net variance of \$2,761 Y-T-D.** *Adjustments/Recommendations*: None

Page 44: BUSINESS SERVICES AND TECHNOLOGY

Expenses are **under** budget primarily due to: 1701 - Business Services & Tech Support is over budget in general as a result of the changes to GAAP; Conferences is under budget due to less than anticipated travel; 1710 - Software Development expenses are under budget; 1730 - IT Resource & Security Management under budget due to: Cisco/Maraki Firewall expense being reclassified as an asset and will no longer be shown an expense, delayed IVCI conference room expenses, annual Office 365 license renewals converted into monthly charges saving about \$11K in 2019 and eliminated ExaGrid charges; 1770 - Business Services Dept. charges for TransactionDesk® are under budget as monthly

charges began later in the year (March) than anticipated (January), Clareity expenses were lower than expected, and Abacus expenses have been moved to Risk Management due to GAAP; 1780 - *Communications* is under budget due to less than anticipated costs for Member Benefits Booklet, timing issues charged for group texting, Web Plug-in software, video production charges, Getty Clip Art and travel/conference expenses did not occur as planned. **Overall, the Business Services & Technology Area has a positive net variance of \$ 150,654 Y-T-D.** *Adjustments*/Recommendations: None.

Page 50: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is under budget in Spring Convention and Industry Partners Conference resulting from lower than anticipated attendance. Overall expenses are under budget. 1801 - Professional Development Support Copying expenses are under budget reflecting current copy vendor contract, Contract Fees is under budget due to timeline for some projects; Printing is under budget based on current inventory of brochures, Promotion is under budget due to Facebook ad activities; Conferences is under budget reflecting change in conference timing. *Note:* Expenses for telephone, supplies and a portion of printing and postage are reflected in this support budget rather than in the Operations budget due to the changes in GAAP; 1815 - REALTOR® Institute costs are under budget as reflected in Promotion due to actual scholarship disbursements, Printing due to producing student manuals in house for livestreamed GRI classes, Contract Fees due to a delay in the NAR billing cycle for new GRI graduates, GRI website not requiring website enhancements, and less than anticipated number of GRI graduates, Speaker expense reflecting lower than anticipated speaker fees for GRI Webinar week, and Travel is under budget as a result of engaging local instructors for the live streaming GRI classes and timing for local association visits; 1820 - rCRMS income and expenses reflect a higher than anticipated number of classes to date; (Note: speaker fee and contract fee expense item affected by change in revenue distribution and instructor payment timing); 1825 - CRPM income and expenses reflect a higher than anticipated number of classes and class sizes to date affecting speaker and contract fee line items; 1840 - Leadership Training/Conference expenses lower than anticipated based on actual expenses for both the LTA program and leadership conference programs; 1850 - Partners Conference income reflects lower than anticipated registrations, catering and contract fees also under budget reflecting actual costs based on attendance numbers; 1860 - Spring Convention income and expenses reflect actual costs based on attendance, Promotion expenses are under budget because social media advertising is reflected in the marketing vendor expenses under Contract Fees. (Note: \$20,000 hotel deposits were included in 2018 financials); 1855 - MRES Society supply expense is lower than anticipated due to timing and speaker expense lower than anticipated due to actual costs for webinar week; 1870 - Education Outreach income and expenses higher than anticipated based on the number of classes held as well as attendance; catering over budget year to date due to required catering deposit for Trends Summit; travel expenses under budget due to travel location for instructors; 1871 - Education Development income is higher than anticipated from affinity partnership revenue received from NAR, CE Shop and Paperless Agent webinars, and Dues & Commitments reflect a delay in digital badge program development and Contract fees due to timing for "Contract Conversations" video shoot as well as ADRE licensee fees not required; 1872 - Instructor Development income and speaker fee expense is less than anticipated based on program and attendance; 1875 - Broker University income less than anticipated in attendance, catering expense less than budgeted due to discontinuing the Broker Summit, contract fees reflect actual costs for video edits. Overall the Professional & Business Development Area has a positive net variance of \$214,308 Y-T-D. Adjustments/Recommendations: Motion approved in May to reallocate up to \$48,000 from the Legislative and Political Affairs REALTOR® Party Plus budget (810-1560) to the Professional & Business Development Convention Budget (810-1860) for the purpose of a professional convention survey. Discontinue the annual Broker Summit in 2019.

Page 63: OPERATIONS AND STRATEGIC INITIATIVES

Income is over budget primarily due to higher than budgeted dues income, law book sales, and significantly more than budgeted Miscellaneous Income (copyright lawsuit settlement fund and zipLogix payout). There were 51,154 fully paid members and 2,561 prorated members totaling 53,545 paid members for the reporting period. During the same period in 2018 there were 52,203 paid members. This represents a 2.57% increase in paid members for the same period in 2018. (Note: The 2019 budget was prepared anticipating an overall annual paid member increase of 3% from the 2018 budget projection.) Expenses were under budget overall primarily due to: 1000 - General Overhead less than budgeted Equipment Maintenance/Rental, Credit Card/EFT fees and Telephone expenses due to GAAP change allocations to other areas; 1901 - Operations Support less expenses than budgeted overall, primarily postage and delayed promotion expenses; 1903 - Association

Relations slightly less expenses than budgeted; 1905 - National Meetings less than budgeted conference and travel expenses; 1920 - ExCom & Director Support less than budgeted Contract Fees, Catering expenses and Travel expenses; 1955 - Public Relations Contract Fees less than budgeted and timing of promotion expenses; 1990 - Personnel and 6000 - Building expenses less than budgeted for this period. Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$1,289,349 Y-T-D. Adjustments/Recommendations: None.

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Arizona Association of REALTORS® Summary Balance Sheet November 2019

	11/30/2019
ASSETS	
Current Assets	
Checking/Savings	25,517,287.43
Accounts Receivable	2,351.72
Other Current Assets	105,054.76
Total Current Assets	25,624,693.91
Fixed Assets	2,579,728.87
Other Assets	0.00
TOTAL ASSETS	28,204,422.78
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	74,368.44
Credit Cards	75,546.64
Other Current Liabilities	519,273.63
Total Current Liabilities	669,188.71
Long Term Liabilities	105,250.17
Total Liabilities	774,438.88
Equity	27,429,983.90
TOTAL LIABILITIES & EQUITY	28,204,422.78

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Page 1 of 10

Arizona Association of REALTORS® Grouped Balance Sheet November 2019

November 30, 2019

	NC	ovember 30, 2019	
SSETS	·		<u>, </u>
Current Assets			
Checking/Savings			
AAR General Accounts			
Operating Account - MIDFIRST Checking	289,472.27		
AFLAC 125 Claims Reimb. MIDFIRST	7,393.57		
Operating Account - CHASE Checking	5,629.37	302,495.21	
AAR UBS RMA Money Market		4,958,412.55	
Combined AAR General Accounts			5,260,907.76
Capital Accounts			
Capital Purchase - UBS - Private Bank		0.00	
Capital Purchase - UBS Portfolio Mgmt.		264,749.94	
Capital Purchase - BlackRock		2,118,332.72	
Capital Reserve Fund - UBS Checking RMA		1,823,319.70	
Capital Reserve - Q-GARP		151,141.46	
Capital Reserve - Dividend Ruler		109,870.49	
Combined Capital Accounts		•	4,467,414.31
Operating Accounts			
Operating Reserve - UBS Checking RMA		3,629,763.44	
Operating Reserve - BlackRock		5,308,968.69	
Operating Reserve - UBS - Private Bank		0.00	
Combined Operating Accounts			8,938,732.13
Strategic Initiative			
Strategic Initiative - UBS Portfolio Mgmt.		161,160.81	
Strategic Initiatives - BlackRock		1,023,036.14	
Strategic Initiative - UBS RMA		725,607.01	
Strategic Init. Savings - NWCU		0.00	
Strategic Initiative Checking - MIDFIRST		88,389.45	
Strategic Initiative - Q_GARP		109,633.30	
Strategic Initiative - Dividend Ruler	_	107,061.83	
Combined Strategic Initiative Accounts			2,214,888.54
Issues Mobilization Accounts			
Issues Mob - UBS RMA		2,074,040.99	
Issues Mob - Portfolio Management		1,014,302.29	
Issues Mob - BlackRock		415,768.08	
Issues Mob - UBS Private Bank		0.00	
Issues Mob - Q_GARP		581,046.53	
issues Mob - Dividend Ruler Combined Issues Mob Accounts		426,237.22	4,511,395.11
Arizona Homocumerahin Alliance IIDC DMA		100,803.53	
Arizona Homeownership Alliance - UBS RMA	_	100,003.33	100,803.53
Political Survival Fund		8,647.55	Dans 2 -
10		-,	Page 3 o

Arizona Association of REALTORS® Grouped Balance Sheet November 2019

THO TOTAL MOTO		
	November 30, 2019	
		8,647.55
Property Management		
Cash-AZ Bank & Trust - Preserve Property Management	14,498.50	44 400 50
		14,498.50
Total Checking/Savings	-	25,517,287.43
Accounts Receivable		
A/R - Trade		2,351.72
A/R - Regonline	509.01	
Due From Region 11	68,702.66	
Due From PSF Fund to IM	0.00	
Total Accounts Receivable		69,211.67
Other Current Assets		
Prepaid Expenses and Deposits	230.96	
Monthly Prepaids	35,612.13	
Total Prepaid Expenses and Deposits		35,843.09
Total Other Current Assets		105,054.76
Total Current Assets		25,624,693.91
Fixed Assets		
Property and Equipment		
151 · A/D - Furn & Equipment	-164,301.95	
157 · A/D - Computer	-538,459.42	
161 · A/D - Leashold Imprvments	-885,840.40	
165 ⋅ A/D - Building Osborn	-992,780.30	
167 · A/D - Tenant Improvements	-74,588.58	
Total Accumulated Depreciation		-2,655,970.65
150 · Furniture & Equipment	320,384.71	
156 · Computer	706,793.61	
160 · Leasehold Improvements	1,514,684.19	
163 · Land - Osborn	617,737.40	
164 · Building - Osborn	1,995,153.78	
166 · Tenant improvements	80,945.83	•
Total Property and Equipment		5,235,699.52
Total Fixed Assets		2,579,728.87
Other Assets		
Loan Cost / Leasing Commissions		
Note Receivable	0.00	•
Total Other Assets		0.00
TOTAL ASSETS		28,204,422.78

Arizona Association of REALTORS® **Grouped Balance Sheet**

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Nove	mber	201	9	

	November 30, 2019	
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable	74,368.44	
Total Accounts Payable		74,368.44
Credit Cards		
MidFirst Business Visa	75,546.64	
Total Credit Cards		75,546.64
Other Current Liabilities		
Due to NAR	0.00	
Due to Region 11	0.00	
Sales Tax Payable	0.00	
Combined Current Liabilities		0.00
Accrued Salaries & P/R Taxes	17,041.47	
Total Accrued Salaries & P/R Taxes		17,041.47
Security Deposits Payable - Osborn	9,642.10	
Deferred Dues Income	434,335.00	
Deferred Income - Other	8,000.00	
Deferred income Issues Mob	1,207.00	
Stale Dated Checks/Escheat	1,363.71	
Arbitration Case Pending	4,408.08	
Current portion of LTD	43,276.27	502,232.16
Total Other Current Liabilities		519,273.63
Total Current Liabilities	-	669,188.71
Long Term Liabilities		
Capital Lease Payable	105,250.17	
Total Long Term Liabilities	_	105,250.17
TOTAL LIABILITIES	_	774,438.88
Equity		
Temporarily restricted		
304 · Fund Balance - Issues Mobilization	709,685.00	
Total Temporarily restricted		709,685.00
Unrestricted/Designated		
302 · Fund Balance - Operating Reserve	8,135,796.00	
303 · Fund Balance - Capital	4,161,653.00	
305 · Fund Balance - Issues Mobilization	1,804,388.00	
307 · Fund Balance - Strategic Initiative	2,092,238.00	
308 Fund Balance - AZ Homeownership	100,284.00	
Total Unrestricted/Designated		16,294,359.00
3900 · Unrestricted/Undesignated		4,119,916.92
Net Income		6,306,022.98
Total Equity		27,429,983.90
TOTAL LIABILITIES & EQUITY	:	28,204,422.78



FINANCIAL DETAILS



Arizona Association of REALTORS® Balance Sheet

As of November 30, 2019

	Nov 30, 19
ASSETS	
Current Assets Checking/Savings	
1000 · Combined Operating Cash Account	
100.3 · Operating Acc MidFirst 2997	289,472.27
100.4 · AFLAC 125 Claims - MidFirst 101.3 · Operating Account - CHASE 1442	7,393.57 5,629.37
101.5 · UBS - AAR Main RMA	4,958,412.55
Total 1000 · Combined Operating Cash Account	5,260,907.76
1005 · Q-GARP Portfolio - UBS	
1005.1 · Strategic Initiative Q-GARP	109,633.30
1005.2 · Capital Reserve Q-GARP	151,141.46 581,046.53
1005.3 · Issues Mob. Q-GARP	
Total 1005 · Q-GARP Portfolio - UBS	841,821.29
1006 · Dividend Ruler Portfolio - UBS	407.004.00
1006.1 · Strategic Initiative Div. Ruler	107,061.83 109,870.49
1006.2 · Capital Reserve Dividend Ruler 1006.3 · issues Mob. Dividend Ruler	426,237.22
Total 1006 · Dividend Ruler Portfolio - UBS	643,169.54
	043,109.34
1007 · Portfolio Management - UBS 1007.1 · Strat Initiative Portfolio Mgmt	161,160.81
1007.1 • Strat Initiative Fortions Might	264,749.94
1007.3 · Issues Mob. Portfolio Mgmt	1,014,302.29
Total 1007 · Portfolio Management - UBS	1,440,213.04
10081 · BlackRock - UBS	
10081.1 · Capital Reserve - BlackRock	2,118,332.72
10081.2 · Operating Reserve - BlackRock	5,308,968.69
10081.3 · Issues Mobilization - BlackRock 10081.4 · Strategic Initiative - BlackRoc	415,768.08 1,023,036.14
Total 10081 · BlackRock - UBS	8,866,105.63
101.40 - Combined Strategic Initiative	
101.43 · Strategic Initiative - UBS	725,607.01
101.44 · Strategic Init Check - MidFirst	88,389.45
Total 101.40 · Combined Strategic Initiative	813,996.46
101.66 · Operating Reserve Net	0.000 700 11
102 · Cash in Op Reserve - UBS	3,629,763.44
Total 101.66 · Operating Reserve Net	3,629,763.44
103 · Capital Reserve Checking RMA	1,823,319.70
104 · Issues Mob Accounts - UBS 104.4 · Issues Mob Fund - UBS RMA	2,074,040.99
Total 104 · Issues Mob Accounts - UBS	2,074,040.99
105 · Cash-AZ Bank & Trust/Prop Mgmnt	14,498.50
106 · AZ Homeownership Alliance RMA	100,803.53
111. · PSF	
111 · Political Survival Fund	8,647.55
Total 111. · PSF	8,647.55
Total Checking/Savings	25,517,287.43
Accounts Receivable 112 · A/R	2,351.72
Total Accounts Receivable	2,351.72
	• • • • • • • • • • • • • • • • • • • •

Other Current Assets

Prepaid Expenses and Deposits 123 · Monthly Prepaids

Arizona Association of REALTORS® Balance Sheet

As of November 30, 2019

	Nov 30, 19
123.007 · January Pre-Paids 123.009 · March Pre-Paids 123.011 · May Pre-Paids	4,700.00 23,125.00 2,500.00
123.018 · December Pre-Paids	5,287.13
Total 123 · Monthly Prepaids	35,612.13
124 · Prepaid Expenses 124.2 · Prepaid Postage-Pitney Bowes	230.96
Total 124 · Prepaid Expenses	230.96
Total Prepaid Expenses and Deposits	35,843.09
112.110 · A/R Misc. 113.10 · A/R - Regonline 113.11 · Due From Region 11	509.01 68,702.66
Total 112.110 · A/R Misc.	69,211.67
Total Other Current Assets	105,054.76
Total Current Assets	25,624,693.91
Fixed Assets Property and Equipment Total Accumulated Depreciation 151 · A/D - Furn & Equipment 157 · A/D - Computer 161 · A/D - Leashold Imprvments 165 · A/D - Building Osborn 167 · A/D - Tenant Improvements	-164,301.95 -538,459 42 -885,840.40 -992,780.30 -74,588.58
Total Total Accumulated Depreciation	-2,655,970.65
150 · Furniture & Equipment 156 · Computer 160 · Leasehold Improvements 163 · Land - Osborn 164 · Building - Osborn 166 · Tenant Improvements	320,384.71 706,793.61 1,514,684.19 617,737.40 1,995,153.78 80,945.83
Total Property and Equipment	2,579,728.87
Total Fixed Assets	2,579,728.87
TOTAL ASSETS	28,204,422.78
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 200 · Accounts Payable	74,368.44
Total Accounts Payable	74,368.44
Credit Cards 203.1 · MidFirst Business Credit Card	75,546.64
Total Credit Cards	75,546.64
Other Current Liabilities 214 · Accrued Salaries & P/R Taxes 2100 · Payroll Liabilities 214 · Accrued Salaries & P/R Taxes - Other	12,183.31 4,858.16
Total 214 · Accrued Salaries & P/R Taxes	17,041.47
215 · Security Deposits Payable - Osb 228 · Deferred Income	9,642.10
229 · Deferred Dues Income	434,335.00
232 · Deferred Income Other 233 · Deferred Income Issues Mob	8,000.00 1,207.00

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Arizona Association of REALTORS® Balance Sheet

As of November 30, 2019

	Nov 30, 19
Total 228 · Deferred Income	443,542.00
240 · Stale Dated Checks/Escheat	1,363.71
275 · Arbitration Case Pending	4,408.08
295 · Current portion of LTD	43,276.27
Total Other Current Liabilities	519,273.63
Total Current Liabilities	669,188.71
Long Term Liabilities	
285 · Capital Lease Payable	105,250.17
Total Long Term Liabilities	105,250.17
Total Liabilities	774,438.88
Equity	
Temporarily restricted	
304 · Fund Bal - Issues Mobilization	709,685.00
Total Temporarily restricted	709,685.00
Unrestricted/Designated	
302 ⋅ Fund Bal - Operating Reserve	8,135,796.00
303 ⋅ Fund Bal - Capital	4,161,653.00
305 · Fund Bal - Issues Mobilization	1,804,388.00
307 · Fund Bal - Strategic Initiative	2,092,238.00
308 · Fund Bal - AZ Homeownership	100,284.00
Total Unrestricted/Designated	16,294,359.00
3900 · Unrestricted/Undesignated	4,119,916.92
Net Income	6,306,022.98
Total Equity	27,429,983.90
TOTAL LIABILITIES & EQUITY	28,204,422.78

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NET	\$ 3,971,980.74 \$58,637.48 \$4,779,778.97 (\$5,193,639.90) \$13,006.15 \$ 3,629,763.44	\$4,163,814.77 \$9,997.56 \$0.00 (\$4,189,048.82) (\$49,571.62) \$25,654.35 \$45,675.73 (\$6,521.97)	\$ \$125,706.31 \$5,160,639.30 (\$5,879.06) \$39,148.58 (\$10,647.04) \$ 5,308,968.69
Dec			
NON	\$5,453.13 \$600,000.00		\$10,283.13
B	\$4,752.02 \$2,146.60		\$11,022.90 \$5,130.20 (\$5,340.91)
de S	\$4,736.86		\$17,110.27
Aug	\$4,940.63 \$3,048.42		\$5,020.46
피	\$4,962.55 \$21,000.00 \$964.99		\$10,976.03 (\$8,161.86) (\$5,306.13)
<u>unr</u>	\$5,169.12 \$1,143.00		\$10,464.91
May	\$5,096.49		\$10,085,08
Apr	\$6,121.18 (\$25,000.00) \$3,095.56		\$10,543.70 (\$5,195.15) \$1,914.15
Mar	\$6,870.02 \$6,121.18 \$17.91 (\$1,001,000.00) {\$25,000.00} \$3,095,56	(\$17.91)	\$9,900.23 \$1,000,000.00 (\$683.91) \$8,764.40
Feb	\$6,857.26 \$4,168,761.06 (\$4,160,639.90) \$2,496.69	\$2,552.92 (\$4,189,030.91) (\$25,621.62) \$17.91 \$29,413.32 (\$2,371.53)	\$30,359.60 \$4,160,639.90 \$460.09
Jan	\$3,681.22 (\$7,000.00) \$616.49	\$7,444.64 (\$23,950.00) \$25,636.44 \$16,262.41 (\$4,150.44)	
Balance Forward	\$ 3,971,980.74	\$4,163,814.77	
Acct. #	UX66383	Portfolio 705809	UX17968
⋖	Peroned Deposits Withdrawals Market Value Total	ds als als con	posits posits awals Vatue Fees Total
ACCOUNT	AAR Operating Reserve - RMA Dividend and Interest Income (neutral beposits Withdrawals Change in Market Value	AAR - Operating Reserve - Private Bank Interest/Dividends Deposits Withdrawals Prior Period Accruals Current Period Accruals Investment Appreciation/Depreciation Fees	AAR Operating Reserve - BlackRock Dividend and Interest Income (newdom second) Deposits Withdrawals Change in Market Value Fees
	AAR Divi	AAR	AAR Div

*NOTE: The total in securilies transferred out of Private Bank do not match the total in securities deposited to the RMA. This is due to to a change in market value and accrued interest as we were transferring securities, not cash.

\$ 802,936.62

Year-to-Date Change in Value:

\$ 8,135,795.51

TOTAL

\$ 8,938,732.13

2019 Funds Analysis	Issues Mobilization
7	~

1272/2019 1-17 P.U

NET	\$ 505,523.32 \$33,230.16 \$2,074,596.46 \$1,013.32 \$0.00 \$ 2,074,040.99	\$403,155.59 \$1,029.65 \$0.00 \$405,644.64 \$2,562.37 \$4,822.59 \$531.62)	\$ 434,526.16 \$5,207.02 \$0.00 \$143,333.81 \$\$ (\$2,020.46) \$ \$ \$81,046,53	\$ 330,645.63 \$7,724.78 \$0.00 \$9,00 \$89,573.76 \$ 426,237.22	\$ 840,722.97 \$4,689.81 \$0.00 \$0.00 \$172,939.46 \$172,939.46 \$1,014,302.29	\$ \$10,796,41 \$10,796,41 \$10,2812.29 \$0,00 \$3,479.91 \$1,320.53 \$ \$15,768.08	\$ 4,511,395,11
웰							
Nov	52,277.37 \$900,000.00		\$235.84	\$389.48	\$1.61	\$820.16	
Ö	\$1,994.17 \$2,972.00 \$200.00) \$200.39		\$295.68 \$9,197.80 (\$551.19)	\$560.40 \$1,225.73 (\$418.23)	\$1.82 \$30,082.32 (\$963.45)	\$882.46 \$340.70 (\$418.29)	
35 8	\$2, 107, 79 \$ 150,00 (\$92, 500,00) (\$528,59)		\$597.23 (S-15.51)	\$1,271,52 \$9,614,28 (#23,33)	\$1,508.19	\$273.51 (\$756.85)	
Aug	\$2,341.22 \$4,587.30 \$15,000.00) \$208.58		\$141.40	\$230.40	\$2.63	\$787.35	
피	\$2,233.18 \$1,990.00 (\$15,000.00)		\$429.62 \$9.663.78 (\$539.56)	\$512.55 \$6,469.81 (\$399.85)	\$2.76 (\$1,037.05) (\$975.61)	\$869.03 (\$493.90) (\$415.54)	
est.	52,387.07 570.00		\$912.79	\$1,369.43 \$21,512.91 (\$23.51)	\$1,476.64	\$629.82 \$1,201.36	
XeM	\$2,334.42 \$4,165.00		\$338.14 (\$27,421.77)	\$347.83	\$4.07	\$922.01	
Apr	\$2,376.41 \$2,441.50 \$206.85		\$446.60 \$28,843.13 (\$501.15)	\$588.35 \$17,078.80 (\$373.29)	\$1.08 \$34,600.07 (\$342.38)	\$825.22 \$188.15 (\$406.48)	
Mar	\$2,141.35 \$1,257.78	(\$7.78)	\$880.85	\$1,746.12 \$5,863.80 (\$142.62)	\$1,336.36 \$4,141.27	\$949.95 \$839.62 (\$80.22)	
Peb	\$2,076.00 \$412,616.25 (\$402,812.23) \$391.89	\$257.94 [\$405,636.86] [\$2,553.14] \$7.78 \$2,898.29	\$182.35	\$144.91	\$66.48 \$26,189.21	\$3,036.90 \$402,812.29 \$42.48	
ueç.	\$901.18 \$844,396.65 \$205.50	\$771.91 (\$2.411.00) \$2,554.58 \$1,584.30 (\$401.97)	\$346.32 \$34,454.44 (\$428.57)	\$363.79 \$20,404.99 (\$326.12)	\$267.17 \$73,388.19 (\$644.51)		
Balance Forward	\$ 505,623,32	\$403,155.59	5 434,526.16	5 330,645,63	\$ 640,222.97		\$ 2,514,073.67 \$ 1,997,321.44
Acct.#	UX68861 posits awals Value Fees	Portolio 392618 Jends poels awals awals awals awals fools fools fools	UX52363 UX52363 posits awals awals Value Feas	UX52365 coneal cosits cosits awals Value Fees	s UX42722 count) bosis awais date Fees Total	UX50021 DX50021 Dosits awaks Aalue Fees Total	TOTAL Value:
ACCOUNT	Realtors issues Mob RMA Dividend and Interest Income resurse accord Deposits Withdrawals Change in Marker Fees	AAR - Issues Mob - Private Bank Interest/Drivdends Upoposits Whitefraves Prior Peniod Accruels Current Period Accruels Investment Appreciation/Depreciation Feres	Reattors Issues Mob G-GARP Dividend and Interest Income recovery Deposits Withdrawals Change in Market Value Foss	Reators Issues Mob Dividend Ruler Dividend and Interest Income personal Deposits Withdrawals Change in Market Value Fees	Realtors issues Mob Portfolio Management Dividend and Interest Incomo sexues sexues Cepcosis Withdrawals Chango in Markel Value Fees	Realtors Issues Mob BlackRock Dividend and initiatest income anawaysewest Chappe in Withdrawals Change in Market Volue Fees	TOTAL Year-to-Date Change in Value:

TET	\$ 2,182,653.49 \$28,164.37 \$1,759,364.03 \$7,713.17 \$0.00 \$ 1,822,339,70	\$1,561,346,58 \$0.00 \$3,676,67 \$1,570,779,91 \$1,570,779,19 \$1,563,02 \$2,445,58) \$2,445,58)	\$ 113,136,31 \$1,362,08 \$0,00 \$0,00	\$37,168.85 (\$526.78) \$ 151,141.46	\$ 85,185.21 \$1,993.31 \$0.00	\$23,131,59 (\$439,62) \$ 109,870,49	\$ 219,132.48 \$1,228.56 \$0.00	\$45,311.29 (\$922.39) \$ 264,749.94	\$ \$49,186.23 \$2,060,041.29 \$0.00	\$15,736.94 (\$6,631.74) \$ 2,118,332.72	\$ 4,467,414.31	
Dec												
Nov	\$2,560.62 \$200,000.00 (\$7,422.49)		\$62.19	\$6,552.96	89.663	\$2,647.49	\$0.40	\$7,716.52	\$4,087.99	(53,817.94)		
t	\$2,200.69 (\$4,700.00) \$1,029.60		\$77.57	\$2,345.30	\$172.60	(\$107.78)	SO 56	\$7,850.04	\$4,366.58	\$2,121.17		
Sep	\$2,170.38 (\$4,100.00) (\$4,100.00)		50'692\$	(\$31.22)	\$355.3	\$2,330.45	\$393.39	\$3,959.24	\$7,000.87	(53,735.47)		
Aug	\$2,294.72 (\$5,196.52) \$1,608.09		\$35.47	\$26.40	25.E2	85 86	50.77	(\$6,974.37)	\$1,789.34	\$9,679.49		
国	\$2,329,20 [\$7.19.08] \$617.80		\$112.27	\$2,481.61 (\$140.40)	\$131.98	\$1,677.09 (\$103.03)	\$0.76	(\$254.66)	\$4,379.15	(52,117.37)		
un!	\$2,437.59 (\$10,290.83) \$729.60		\$236.45	\$7,862.30	\$352.76	\$5,530.33 (\$6.06)	\$385.00	\$14,865.81	\$4,137.11	\$5,878,36		
May	\$2,479.67 (\$9,316.28) \$771.20		\$88.83	(\$7,160.84)	190.61	(\$4,525.26)	\$1.14	(S18,112,94) S14,865.81	\$4,020.68	54,792.58		
Apr	\$3,016.20 (\$9,516.39) \$1,641.12		\$116.10	\$7,514.54	\$150.34	\$4,392.21 (\$96.20)	50.27	\$9,026.82	\$4,222.90	\$715.10 (\$2,072.74)		
Mar	\$3,249.05 \$9.51 (\$507,301.57) \$349.85	(\$9.51)	\$230.63	\$4,083.87	\$449.68	\$1,539.33 (\$36.52)	\$347.85	\$1,058.00	\$3,716.75	\$3,377.76 (\$3,10.59)		
Feb	\$3,593.72 \$1,589,354.52 (\$1,561,187.44) { \$1,201.65	\$946.76 (\$1,570,770.40) (\$9,622.82) \$9,51 \$11,17.44 (\$989.25)	\$48.35	\$43.05	\$37.23	53,859.37	\$16.80	\$6,925.98	\$11,465.86	\$149.72		
Jan	\$1,833.33 (\$35.024.79) (\$513.75	\$2,729.91 (\$8,967.00) \$9,668.63 \$6,035.48 (\$1,556.33)	\$94.13	\$8,907.89	11.893.11	\$5,259.45 (\$84.02)	\$31.62	\$19,269.80 (\$170.26)				
Baiance Forward	\$2,182,853.49	\$1,561,346.58	\$ 113,136.31		\$ 85,185,21		\$ 219,132.48				\$4,161,654.07	\$ 305,760,24
Acet#	UX68672	Portfolio 382582 S S S S S	UX52366	2 0 V B	UX52368	र ० ४ ५	UX42723	च व ४ म	UX17969	ត្ន ខ ធ	يو	5
АССОИНТ	Capital Purchase - RNA Dividend and Interest Income procurery Deposits Wathdrawels Change in Marker Value Fees	AAR Capital Reserve - Private Bank Hat Contributions Inforestivations Withdrawald Price Period Accurate Current Period Accurate Investment Appreciation/Dependation	Capital Purchase - Q-GARP Dividend and Interest Income recover Deposits	Withdrawais Chango in Market Valuo Fees Total	Capital Purchase - Dividend Ruler Dividend and interest income texavera	Withdrawals Change in Market Value Foos Tota	Capital Purchase - Portfolio Management Dividend and Interest Income recover	Wahdrawais Change in Markei Välue Fees Total	Capital Purchase - BlackRock Dividend and Interest Income recens scores	Withdrawals Chango in Markel Value Fees Total	TOTAL	Year-to-Date Change in Value

*NOTE. The total in accumites transferred out of Private Bank do not match the total in securities deposited to the RMA. This is due to be a change in market value and accused interest as we were transferring securities, not cash.

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NET	88.419.45 \$0.00 (\$30.00) \$0.00 80.00	\$19.65 \$19.65 \$0.00 \$20.00	\$ 1,503,254,32 17,620.81 202,143.03 1,000,000.00 2,588.85 0.00 \$ 725,607,01	\$ 81,973.81 981.39 0.00 27,059.62 (\$381.52) \$ 109,633.30	\$ 64,527,98 1,873.24 0.00 21,041.42 380.81 \$ 107,061.83	\$ 131,339.48 750.36 0.00 29.022.23 (\$551.26) \$ 161,160.81	\$ 516,216,39 \$1,000,000 00 \$2,000 \$20 \$6,50 \$20 \$6,50 \$20 \$6,50 \$20 \$6,50 \$20 \$6,50 \$20,50 \$2	\$ 2,214,888,54
Dec	& *	υ (ω ω	თ [თ]	3. 4	m m	v, [5]	111
Nov	\$0.00		\$1,416.74	\$45.14	\$97.18	\$0.31 \$4,694.32	\$2,008.78	
l <mark>o</mark> e	\$0.00		\$1,473.59	\$55.74 \$1,674,54 (\$104.07)	\$166.05 \$312.82 (\$105.04)	\$0.28 \$4,765.43 (\$153.10)	\$2,142.32 \$1,118.62 (\$1,028.93)	
Sea	80 OS		\$1,\$19.06 (\$725.41)	\$C#3.8	\$343.74 \$2,265.10 (\$5.85)	\$2*2.90	\$3,196.48 (\$2,105.60)	
Aug	\$6.00		\$1,544,72	\$26.67	\$57.60	\$0.48	\$925.97	
킈	80.08		\$2,112.59	\$50.75 \$1,736.11 \$101.94}	\$129.25 \$1,611.97 (\$100.43)	\$0.45 (\$160.88)	\$2,306.13 (\$2,217.35) (\$1,021.57)	
삒	\$0.00 (\$5.00)		\$1,063.93	\$172.94	\$342.83 \$5.395.78 (\$5.90)	\$237.48	\$1,858.47	
May	\$0.00 (\$5.00)		\$1,597.08	\$62.90	\$87.22 (\$4.408.03)	\$0.83	\$2,089.32	
Apr	\$5.00)		\$1,852.03	\$83.30 \$5.520.40 (\$94.66)	\$148.52 \$4,266.69 {\$93.78}	50.18 55,489.83 (\$149.76)	\$1,687.92 \$602.26 (\$975.34)	
Mar	50 03 (55.00)	\$3.32 (\$202,143.03)	\$2,542.17 \$202,143.03 (\$1,000,000.00) \$1,008.74	\$164.41	\$354.88 \$1,478.64 (\$69.70)	\$209.54	\$1,000,000 00	
휨	\$0.03 (\$5.00)	\$7.75	\$1,288.54	\$34.25	\$95.43 \$2,964.03 (\$0.11)	\$2,30 \$4,680.06		
Jan	\$0.08	58 .58	\$1,220.86	\$65.74 \$6,573.13 (\$80.85)	\$50.54 \$4,476.19	\$54.61 \$12,762.51 (\$93.37)		
Balance Forward	\$ 88,419,45	5679 \$ 202,123.38	\$1,503,254.32	\$ 81,973.81	\$ 64,527,99	\$ 131,939.48		\$ 2,092,238.42
Acct #	xx-3020	5672	UX27692	UX52369	UX52370	UX42724	UX53105	
АССОИНТ	AAR Strategic Initiative MDPIRST Checking Deposite Withdrawals Transfers Transfers Total	Strategic initiative - NWCU Dividend and Interest Income recovery served Withdrawds Transfere Total	Strategic Initiative - UBS RMA Dividend and Inforest Income recovery accessed. Deposition What reviewed Change in Markat Veless Total	Strategic Initiative • Q.QARP Girdend and Interest Income reasons Deposits Waldonals Change in Market Value Fees	Stategie initiative - Dividend Ruler Dividend and Interest Income processors Disposits Wilderdermals Change in Market Value Total	Strategie Initiative - Portfolio Management Dividend and Interest Income recover serves Deposalis Wikhotrawis Chango in Market Valene	Strategic Initiative - BlackRock Dividend and interest Income received Opposite Withdrawise Change in Marker Fees Total	TOTAL Year-to-Date Change in Value:

TOTAL

Arizona Association of REALTORS® All Funds Budget vs. Actual

January through November 2019

	Jan - Nov 19
Ordinary Income/Expense	
Income	
410 · Interest Income	336,300.88
415 · Rental income	78,316.36
417 · Gain on Investments	849,093.16
430 · Dues Income	9,979,480.41
433 · Forms Licensing	33,500.00
435 · Law Book	2,612.38
440 · Other Program Income	1,650.00
440.10 · Ethics Citation Fee	250.00
440.3 · Arbitration Deposits Retained	500.00
440.4 · Appeal Fees Retained	1,500.00
440.5 · Ethics Admin Fees	3,900.00
440.6 · Retained Fine	9,650.00
440.9 · Sponsorship Income	0.00
460 Broker University	1,560.00
461 · Education Development	6,373.34
462 Education Outreach	39,869.00
463 Instructor Development	739.00
464 · Leadership Training	18,905.00
465 · MRE Society	575.00
466 · Member Communications	0.00
467 · REALTOR Institute	43,009.00
468 · rCRMS	45,947.68
469 · Spring Convention	107,766.00
471 · Industry Partners	32,034.00
472 · CRPM	53,530.81
491 · IM Contributions	30,773.80
497 · Misc Income	964,840.63
Total Income	12,642,676.45
Gross Profit	12,642,676.45
Expense	
500 · Salaries/Benefits	2,667,221.82
540 · Staff Development	2,643.41
605 · Awards/Gifts	19,825.41
612 · Issues Mobilization Expenses	127,500.00
620 · Building Expense	225,675.18
629 · Operating Reserve Contributions	12,000.00
630 · Catering/Hotel	392,918.61
631 · Computer Service and Expense	10,510.55
632 ⋅ Copying	3,248.41
633 · Furniture/Equipment Expense	12,726.87
639 · Dues & Commitments.	315,296.77
640 · Equipment Maintenance/Rental	48,568.04

Arizona Association of REALTORS® All Funds Budget vs. Actual January through November 2019

	Jan - Nov 19
660 · Management Fees	2,020.46
690 · Credit Card & EFT Fees/Misc.	176,245.78
693 · Investment Banking Fees	42,047.23
770 · Supplies	25,553.50
780 · Postage	9,784.05
781 · Printing	20,533.21
786 · Promotion	46,295.17
787 · Speaker Fees	174,512.05
788 · Staff Expense	833.34
790 · Subscriptions and Reference	21,295.89
800 · Taxes	0.00
810 · Contract Fees	1,727,496.92
850 · Telephone	38,895.66
855 · Transportation	13.15
860 · Conferences	55,539.26
867 · Travel	157,452.73
Total Expense	6,336,653.47
Net Ordinary Income	6,306,022.98
Net income	6,306,022.98

Arizona Association of REALTORS® Operating Budget vs. Actual

January through November 2019

Income		Jan - Nov 19	Budget	\$ Over Budget	% of Budget
410 - Interest Income	Ordinary Income/Expense				
417 - Gain on Investments		111,695.08	9,250.00	102,445.08	1,207.5%
417 · Gain on investments 9,979,480.41 9,515,530.00 483,550.41 104.93 433 · Farms Loensing 23,550.00 44,000.00 -10,500.00 76,15 435 · Laps Book 25,1238 976.00 -10,500.00 -76,15 436 · Laps Book 25,1238 976.00 -10,500.00 -76,15 440.0 · Chiral Calation Fee 250.00 1,600.00 -76,00 25,00 440.1 · Chiral Calation Fee 250.00 1,600.00 -76,00 25,00 440.1 · Chiral Calation Fee 250.00 4,500.00 -76,00 25,00 440.3 · Arbitration Deposite Retained 500.00 4,500.00 -76,00 0 1,00 440.3 · Chiral Admin Fee 9,550.00 4,200.00 -50,00 0 92,00 440.3 · Steins Admin Fee 9,550.00 9,000.00 550.00 107,22 440.3 · Sponsorship Income 0,00 1,000.00 -1,000.00 0,00 440.3 · Broker University 1,560.00 7,180.00 5,500.00 0,27,780.00 22,77,780.00 1,000.00 0,000 440.3 · Broker University 1,560.00 7,180.00 5,500.00 0,27,780.00 1,000.00 1	415 · Rental Income	78.316.36	94,080,16	-15,763.80	83.2%
430 Dues Income 9,979,480.41 9,515,530.00 440,000.00 110,500.00 751,133 750ms Licensing 33,500.00 44,000.00 110,500.00 761,137,138 750,00 1697,38 267,98			- 1,	140.44104	
433 Forms Licensing 33,500.00 44,000.00 10,500.00 76.11 435 Law Book 2,612.39 975.00 1,657.80 227,69 440 Other Program Income 1,650.00 1,000.00 7,50.00 25,67 440 Other Program Income 2,600.00 1,000.00 7,50.00 15,000 440 Aphrel Fees Retained 1,500.00 1,000.00 5,000.00 10		·	0.545.520.00	402.050.44	104.00/
449 - Chef Program income 1,550.00 440 - Chef Program income 1,550.00 440 - Pathics Citation Fee 250.00 1,000.00 7,500.00 150.00 440 - Appeal Fees Retained 1,500.00 1,000.00 500.00 150.00 440 - Appeal Fees Retained 1,500.00 1,000.00 500.00 150.00 440 - Appeal Fees Retained 1,500.00 1,000.00 500.00 120.00 440 - Retained Fline 9,550.00 9,000.00 850.00 107.21 440 - Sponsorship Income 0,00 1,000.00 1,000.00 0.00 440 - Broker University 1,500.00 7,750.00 -5,500.00 127.57 441 - Education Development 8,373.34 2,312.00 4,061.34 442 - Education Outreach 39,660.00 21,175.00 -5,500.00 127.57 442 - Education Outreach 39,660.00 21,175.00 -375.00 43.11 444 - Leadership Training 18,005.00 20,340.00 -1,485.00 92.94 455 - MRS Society 575.00 500.00 7,500.00 175.00 115.00 457 - REALTOR Insitute 40,009.00 10,005.00 20,176.00 115.00 448 - CRMS 45,768 25,760.00 20,400.00 -1,485.00 92.40 448 - CRMS 45,768 25,760.00 20,400.00 1,485.00 92.40 449 - Spring Convention 107,766.00 149,450.00 20,187.68 178.44 449 - Spring Convention 107,766.00 149,450.00 20,187.68 178.44 449 - Spring Convention 107,768.00 149,450.00 120,868.88 3,121.77 Total Income 10,736,364.00 10,025,672.16 710,891.84 1071.17 Gross Profit 10,736,364.00 10,025,672.15 710,891.84 1071.17 Gross Profit 10,736,364.00 10,025,672.16 710,891.84 1071.17 Gross Profit 10,736,736.00 10,025,672.16 710,891.	430 · Dues Income			·	
440 - Other Program Income 440 - Other Program Income 440 - Ethics Citation Fee 440.3 - Arbitration Exposits Retained 440.3 - Static Citation Fee 440.3 - Arbitration Exposits Retained 440.5 - Ethics Admin Fees 3,00.00 440.5 - Ethics Admin Fees 3,00.00 440.5 - Ethics Admin Fees 3,00.00 440.5 - Ethics Admin Fees 4,00.00 4,00.0					
Add 3 - Arbitration Deposits Retained 500.00				1,007,00	
440.4 - Appeal Fees Retained 1,500.00	440.10 · Ethics Citation Fee	250.00			25.0%
Aug. Ethics Admin Fees 3,900.00 4,200.00 300.00 92.59 40.61			· ·		
440.5 - Retained Fine 9,650.00 9,000.00 650.00 107224 440.9 - Sponsorship Income 0.00 1,000.00 -1,000.00 0.00 460 - Broker University 1,500.00 7,180.00 -5,520.00 21.77 461 - Education Development 8,373.34 2,312.00 4,081.34 275.77 462 - Education Ottreach 39,869.00 21,175.00 18,864.00 188.34 463 - Instructor Development 739.00 1,715.00 -976.00 43.11 464 - Leadership Training 18,905.00 20,340.00 -1,435.00 92.94 465 - MRE Society 675.00 500.00 75,00 115.04 467 - REALTOR Institute 40,009.00 50,905.00 12,104.00 130.22 486 - CRMS 45947.90 25,760.00 20,187.66 178.44 469 - Spring Convention 10,7766.00 149,465.00 41,845.00 72.11 471 - Industry Partners 32,034.00 45,575.00 13,541.00 72.31 472 - CRPM 53,530.81 32,225.00 21,305.81 766.11 473 - Mills Income 124,868.98 4,000.00 120,888.99 3,121.77 Total Income 10,736,384.00 10,025,672.16 710,891.84 107.11 Cross Profit 10,736,384.00 10,025,672.16 710,891.84 107.11 Expense 500 - Salaries/Benefits 2,667,221.82 2,818,000.00 -11,411.81 13.99 605 - Awards/Gifts 19,825.41 30,645.00 -10,181.99 84.67 605 - Awards/Gifts 19,825.41 30,645.00 -10,181.99 94.67 605 - Awards/Gifts 19,825.41 10,181.90 94.67 605 - Awards/Gifts 19,		-	•		
Add 9. Sponsorship Income 0.00 1,000.00 1,000.00 0.00 1,000.00 21,77		-			
460 Broker University 1,560.00 7,180.00 -5,620.00 21,77 461 · Education Development 8,373,34 2,312.00 4,061,34 275,77 462 · Education Outreach 38,889.00 21,175.00 18,894.00 188.31 463 · Instructor Development 739.00 1,715.00 -976.00 43.11 464 · Leadership Training 18,905.00 20,340.00 -1,435.00 92.91 465 · MRE Society 750.00 500.00 75.00 115.00 465 · MRE Society 750.00 500.00 75.00 115.00 467 · REALTOR Institute 43,009.00 20,940.00 1,104.00 130.22 468 · CRMS 45,947.68 25,760.00 20,187.68 178.45 469 · Spring Convention 107,766.00 149,450.00 -41,894.00 72.15 471 · Industry Partners 20,004.00 45,575.00 13,541.00 72.37 472 · CRPM 53,530.81 32,225.00 21,305.81 166.11 473 · Misc Income 10,738,364.00 10,025,672.16 710,691.84 107,17 Total Income 10,738,364.00 10,025,672.16 710,691.84 107,17 Gross Profit 10,736,364.00 10,025,672.16 710,691.84 107,17 Expense 500 · Salaries/Benefits 2,667,221.82 2,818,000.00 -15,076.18 94.67 620 · Bullding Expense 256,675.18 28,936.00 -52,748,2 78.5 630 · Cattering/Hotel 392,918.61 30,045.00 -13,131.39 73.3 631 · Computer Service and Expense 2,872.31 15,000.00 -13,131.39 73.3 631 · Computer Service and Expense 2,872.31 15,000.00 -13,131.39 73.3 631 · Computer Service and Expense 2,872.31 15,000.00 -13,131.39 73.3 631 · Computer Service and Expense 2,872.31 15,000.00 -13,131.39 73.3 631 · Computer Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 632 · Copping Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 632 · Copping Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 632 · Copping Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 632 · Computer Service and Expense 2,872.31 15,000.00 -13,131.39 73.3 631 · Computer Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 632 · Copping Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 633 · Copping Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 633 · Copping Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 633 · Copping Service and Expense 2,872.31 15,000.00 -13,127.89 13.0 634 · Copping Service and		-			
462 - Education Outreach 39,869.00 21,175.00 18,694.00 186,34 463 - Instructor Development 739.00 1,715.00 -976.00 43.15 464 - Leadership Training 18,905.00 20,340.00 -1,435.00 22,94 465 - MRE Society 575.00 500.00 75.00 115.00 467 - REALTOR Institute 40,009.00 0.0,905.00 12,104.00 130,22 468 - CRMS 45,947.60 25,760.00 20,187.68 178,44 469 - Spring Convention 107,766.00 41,945.00 -41,684.00 72.15 471 - Industry Partners 32,034.00 45,575.00 -13,541.00 70.33 472 - CRPM 53,509.81 32,225.00 21,305.81 166,17 497 - Misc Income 10,736,364.00 10,025,672.16 710,691.84 107,11 Expense 500 Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.6° 540 - Staff Development 1,838.19 13,250.00 -14,411.81 13.9 605 -Awards/Gifts 19					21.7%
462 - Education Outreach 38,869.00 21,175.00 18,894.00 188.31 463 - Instructor Development 739.00 1,715.00 -976.00 43.15 464 - Leadership Training 18,995.00 20,340.00 -1,435.00 22,64 465 - MRE Society 575.00 500.00 75.00 115.01 467 - REALTOR Institute 49,000.00 0,9905.00 12,104.00 130.22 488 - ICRMS 45,947.60 25,760.00 20,187.68 178.41 489 - Spring Convention 107,766.00 149,450.00 -41,884.00 72.15 471 - Industry Partners 32,034.00 45,575.00 -13,541.00 70.33 497 - Misc Income 10,735,364.00 10,025,672.16 710,691.84 107.11 Gross Profit 10,735,364.00 10,025,672.16 710,691.84 107.11 Expense 500 - Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.65 540 - Staff Development 1,833.91 13,250.00 -14,411.81 13.99 13,526.77 13,127.60 14	461 · Education Development	6,373.34	2,312.00	4,061.34	275.7%
463 Instructor Development 739.00 1,715.00 -976.00 43.11 464 Leadership Training 18,905.00 20,340.00 -1,435.00 92.91 465 MRE Society 675.00 500.00 75.00 115.00 467 REALTOR Institute 43,009.00 0.905.00 12,104.00 130.21 488 • CRMS 45,947.60 25,760.00 20,187.68 178.44 469 • Spring Convention 10,766.00 149,450.00 -41,684.00 72.11 471 • Industry Partners 32,034.00 45,575.00 -13,541.00 70.31 472 • CRPM 53,530.81 32,225.00 21,395.81 166.11 497 • Misc Income 10,736,364.00 10,025,672.16 710,691.84 107.11 Gross Profit 10,736,364.00 10,025,672.16 710,691.84 107.11 Expense 500 • Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.67 540 • Staff Development 1,838.19 30,400.00 -10,191.59 64.7 520 • Building Expense 2,257.51.8	·		21.175.00	18.694.00	188.3%
464 · Leadership Training 18,905.00 20,340.00 -1,435.00 92,914.65 465 · MRE Society 575.00 500.00 75.00 115.00 467 · REALTOR Institute 40,009.00 20,000.00 12,104.00 130.21 488 · CRMS 45,947.90 25,760.00 20,187.68 178.41 489 · Spring Convention 107,766.00 149,450.00 -41,684.00 72.15 471 · Industry Partners 32,054.00 45,575.00 -13,584.10 70.37 472 · CRPM 53,500.81 32,225.00 21,305.81 166.17 497 · Misc Income 10,736,364.00 10,025,672.16 710,691.84 107.17 Gross Profit 10,736,364.00 10,025,672.16 710,691.84 107.17 Expense 2,667,221.82 2,818,000.00 -150,776.18 94.67 500 · Salaries/Benefits 2,667,221.82 2,818,000.00 -150,776.18 94.67 500 · Salaries/Benefits 1,982.94 30,000.00 -150,776.18 94.67 500 · Salaries/Benefits 1,982.94 30,000.00 <td></td> <td>•</td> <td></td> <td>,</td> <td>43.19</td>		•		,	43.19
485 - MRE Society 757.00 500.00 75.00 115.00 487 - REALTOR Institute 43,009.00 30,905.00 12,104.00 130.25 488 - rCRMS 45,947.00 25,760.00 20,187.68 178.44 469 - Spring Convention 107,766.00 149,450.00 -41,684.00 72.15 471 - Industry Partners 32,034.00 45,575.00 13,541.00 70.33 472 - CRPM 53,5308.81 32,225.00 21,305.81 168.11 497 - Misc Income 124,869.38 4,000.00 120,869.88 3,121.75 Total Income 10,735,364.00 10,025,672.16 710,691.84 107.15 Expense 500 - Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.65 400 - Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.65 400 - Salaries/Benefits 1,838.19 13,250.00 -11,411.81 13.9 605 - Awards/Gitts 19,825.41 30,045.00 -10,819.59 94.7 820 - Building Expense 225,675.18 283,950.00 -88,274.82 78.5 130 - Cataring/Hotel 32,918.81 536,050.00 -143,131.39 73.3 631 - Computer Service and Expense 225,675.18 283,950.00 -88,274.82 78.5 130 - Cataring/Hotel 32,918.81 625,000 -13,127.69 180.00 632 - Copying 32,484 1 16,275.00 -13,276.59 180.00 632 - Copying 32,484 1 16,275.00 -13,276.59 20.00 632 - Copying 32,484 1 16,275.00 -13,026.59 20.00 632 - Copying 32,484 20 - Copying 32,484 20 - Copying 32,484 20 - Copying 32,484 20 - Copying	•		·		
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469 - Spring Convention 107,766.00 149,450.00 -41,684.00 72.15 471 - Industry Partners 32,034.00 45,575.00 -13,541.00 70.35 472 - CRPM 53,530.81 32,225.00 21,305.81 166.15 497 - Milsc Income 124,686.98 4,000.00 120,868.98 3,121.77 Total Income 10,736,364.00 10,025,672.16 710,691.84 107.15 Gross Profit 10,736,364.00 10,025,672.16 710,691.84 107.15 Expense 500 - Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.65 540 - Staff Development 1,838.19 13,250.00 -11,411.81 13.9 905 - Awards/Gifts 19,825.41 30,645.00 -10,819.59 64.7 920 - Building Expense 225,675.18 283,950.00 -58,274.82 79.55 630 - Catering/Hotel 392,918.61 536,050.00 -14,3131.39 73.3 631 - Computer Service and Expense 2,872.31 18,000.00 -13,127.69 18.0 632 - Copying 3,444.1 18,275.00 -13,1025.59 20.0 633 - Dues & Commitments. 315,296.77 397,141.00 -51,844.23 79.4 640 - Equipment Maintenance/Rental 48,588.04 43,000.00 5,568.04 112.9 650 - Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 -55,784.22 76.0 770 - Supplies 2,555.50 41,267.00 -15,1715.50 61.9 780 - Postage 9,784.05 11,066.00 -1,281.95 88.4 781 - Printing 9,348.39 19,766.63 1-0,418.24 47.3 788 - Promotion 46,2851.7 102,344.24 56,040.00 -1,066.60 32.1 790 - Subscriptions and Reference 33,334 2,600.00 -1,666.60 32.1 790 - Subscriptions and Reference 33,349.56 19,989.12 751.73 103.8 800 - Taxes 0.00 3,000.00 -23,854.34 62.0 810 - Contract Fees 15,629.02 14,650.00 -1,766.66 32.1 790 - Subscriptions and Reference 38,886.66 62,750.00 -23,854.34 62.0 810 - Contract Fees 15,629.02 95,476.60 -41,447.88 56.68 855 - Transportation 13,15 850 - Conferences 40,000,343.97 7,109,426.41 -1,089,082.44 84.7 840 - Conferences 40,000,343.97 7,109,426.41 -1,089,082.44 84.7 840 - Conferences 40,000,343.97 7,109,426.41 -1,089,082.44 84.7 841 - Conferences 40,000,343.97 7,109,426.41 -1,089,082.44 84.7 841 - Conferences 40,000,343.97 7,109,426.41 -1,089,082.44 84.7					130.29
471 - Industry Partners 32,034.00 45,575.00 -13,541.00 70.3' 472 - CRPM 53,530.81 32,225.00 21,305.81 166,11 497 - Misc Income 124,868.98 4,000.00 120,868.98 3,121.7' Total Income 10,736,364.00 10,025,672.16 710,691.84 107.1' Gross Profit 10,736,364.00 10,025,672.16 710,691.84 107.1' Expense 500 · Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.6' 540 · Staff Development 1,838.19 13,250.00 -11,411.81 13.9 650 · Salaries/Benefits 2,667,221.82 2,818,000.00 -10,819.59 64.7' 540 · Staff Development 1,838.19 13,250.00 -11,411.81 13.9 650 · Salaries/Benefits 2,667,221.82 2,818,000.00 -11,411.81 13.9 540 · Staff Development 1,838.19 13,250.00 -11,411.81 13.9 540 · Staff Development 1,838.19 13,250.00 -11,411.81 13.9 540 · Staff Development	468 · rCRMS	45,947.68	25,760.00	20,187.68	178,49
471 - Industry Partners 32,034.00 45,575.00 -13,541.00 70.3' 472 - CRPM 53,530.81 32,225.00 21,305.81 166.1' 497 - Misc Income 10,736,364.00 10,025,672.16 710,691.84 107.1' Total Income 10,736,364.00 10,025,672.16 710,691.84 107.1' Gross Profit 10,736,364.00 10,025,672.16 710,691.84 107.1' Expense 2,667,221.82 2,818,000.00 -150,778.18 94.6' 500 - Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.6' 501 - Staff Development 1,838.19 13,250.00 -11,411.81 13.9' 605 - Awards/Gitts 19,825.41 30,946.00 -10,819.59 84.7' 620 - Catering/Hotel 392,918.81 583,050.00 -143,131.39 73.3' 631 - Computer Service and Expense 2,2872.31 16,000.00 -13,127.69 18.0 632 - Copying 3,248.41 16,275.00 -10,205.59 20.0 632 - Dues & Commitments. 315,296.77	469 · Spring Convention	107,766.00	149,450.00	-41,684.00	72.19
### 472 - CRPM	• •	32.034.00	45,575.00	-13,541.00	70,39
124,868.98					166.19
Expense					3,121.79
Expense	Total Income	10,736,364.00	10,025,672.16	710,691.84	107.19
500 · Salaries/Benefits 2,667,221.82 2,818,000.00 -150,778.18 94.6° 540 · Staff Development 1,838.19 13,250.00 -11,411.81 13.9° 605 · Awards/Gitts 19,825.41 30,645.00 -10,819.59 84.7° 620 · Building Expense 225,675.18 283,950.00 -58,274.82 79.5° 630 · Catering/Hotel 392,918.61 536,050.00 -143,131.39 73.3 631 · Computer Service and Expense 2,872.31 16,000.00 -13,127.69 18.0 632 · Copying 3,248.41 16,275.00 -13,026.59 20.0 639 · Dues & Commitments. 315,296.77 397,141.00 -81,844.23 79.4 640 · Equipment Maintenance/Rental 48,568.04 43,000.00 5,568.04 112.9 690 · Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 -55,784.22 76.0 770 · Supplies 25,553.50 41,267.00 -15,713.50 61.9 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17	Gross Profit	10,736,364.00	10,025,672.16	710,691.84	107.19
540 · Staff Development 1,838,19 13,250.00 -11,411.81 13,99 605 · Awards/Gifts 19,825.41 30,645.00 -10,819.59 64.7 620 · Building Expense 225,675.18 283,950.00 -58,274.82 79.5 630 · Catering/Hotel 392,918.61 536,050.00 -143,131.39 73.3 631 · Computer Service and Expense 2,872.31 16,000.00 -13,127.69 18.0 632 · Copying 3,248.41 16,275.00 -13,026.59 20.0 639 · Dues & Commitments. 315,286.77 397,141.00 -81,844.23 79.4 640 · Equipment Maintenance/Rental 48,568.04 43,000.00 5,568.04 112.9 690 · Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 55,784.22 76.0 770 · Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 · Postage 9,784.05 11,066.00 -1,281.95 88.4 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,3		2 667 224 82	2 919 000 00	150 778 18	04.69
605 - Awards/Gifts 19,825.41 30,645.00 -10,819.59 64.7 620 - Building Expense 225,675.18 283,950.00 -58,274.82 79.5 630 - Catering/Hotel 392,918.61 536,050.00 -143,131.39 73.3 631 - Computer Service and Expense 2,872.31 16,000.00 -13,127.69 18.0 632 - Copying 3,248.41 16,275.00 -13,026.59 20.0 639 - Dues & Commitments. 315,296.77 397,141.00 -81,844.23 79.4 640 - Equipment Maintenance/Rental 48,568.04 43,000.00 -55,784.22 76.0 770 - Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 - Postage 9,784.05 11,066.00 -1,281.95 88.4 781 - Printing 9,348.39 19,766.63 -10,418.24 47.3 786 - Promotion 45,295.17 102,344.24 -55,049.07 45.2 787 - Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 - Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 - Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 - Taxes 0.00 3,000.00 -3,000.00 0.00 810 - Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 - Talephone 38,895.66 62,750.00 -23,854.34 62.0 867 - Travel 157,452.73 262,667.15 -105,214.42 59.8 867 - Travel 157,452.73 262,667.15 -105,214.42				•	
620 Building Expense 225,675.18 283,950.00 -58,274.82 79.5 630 Catering/Hotel 392,918.61 536,050.00 -143,131.39 73.3 631 Computer Service and Expense 2,872.31 16,000.00 -13,127.69 18.0 632 Copying 3,248.41 16,275.00 -13,026.59 20.0 639 Dues & Commitments. 315,296.77 397,141.00 -81,844.23 79.4 640 Equipment Maintenance/Rental 48,568.04 43,000.00 5,568.04 112.9 690 Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 -55,784.22 76.0 770 Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 Postage 9,784.05 11,066.00 -1,281.95 88.4 781 Printing 9,348.39 19,766.63 -10,418.24 47.3 786 Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 Taxes 0.00 3,000.00 -3,000.00 0.0 810 Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 Transportation 13.15 850 Conferences 54,032.02 95,479.60 -41,447.58 56.8 867 Travel 157,452.73 262,667.15 -105,214.42 59.9 Vet Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	•	Tell control of the c			
630 · Catering/Hotel 392,918.61 536,050.00 -143,131.39 73.3 631 · Computer Service and Expense 2,872.31 16,000.00 -13,127.69 18.0 632 · Copying 3,248.41 16,275.00 -13,026.59 20.0 639 · Dues & Commitments. 315,296.77 397,141.00 -81,844.23 79.4 640 · Equipment Maintenance/Rental 48,568.04 43,000.00 5,568.04 112.9 690 · Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 -55,784.22 76.0 770 · Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 · Postage 9,784.05 11,066.00 -1,281.95 88.4 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,989.12 751.73 103.8 800 · Taxes 0.00 </td <td></td> <td></td> <td>•</td> <td></td> <td></td>			•		
631 · Computer Service and Expense 2,872.31 16,000.00 -13,127.69 18.0 632 · Copying 3,248.41 16,275.00 -13,026.59 20.0 639 · Dues & Commitments. 315,296.77 397,141.00 -81,844.23 79.4 640 · Equipment Maintenance/Rental 48,568.04 43,000.00 5,568.04 112.9 690 · Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 -55,784.22 76.0 770 · Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 · Postage 9,784.05 11,066.00 -1,281.95 88.4 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.00 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 850 · Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.5 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 84.7 84.7 84.7 84.7 84.7 84.7 8	• .		536 050 00	-143 131 39	73.3
632 · Copying 3,248.41 16,275.00 -13,026.59 20.0 639 · Dues & Commitments. 315,296.77 397,141.00 -81,844.23 79.4 640 · Equipment Maintenance/Rental 690 · Credit Card & EFT Fees/Misc. 48,568.04 43,000.00 5,568.04 112.9 690 · Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 -55,784.22 76.0 770 · Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 · Postage 9,784.05 11,066.00 -1,281.95 88.4 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,9				·	
639 · Dues & Commitments. 315,296.77 397,141.00 -81,844.23 79.4 640 · Equipment Maintenance/Rental 690 · Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 5,568.04 112.9 770 · Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 · Postage 9,784.05 11,066.00 -1,281.95 88.4 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -55,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 860 · Conferences 54,032.02 95,479.60 -41,447.58 56.6	•	•		·	
699 · Credit Card & EFT Fees/Misc. 176,215.78 232,000.00 -55,784.22 76.00 770 · Supplies 25,553.50 41,267.00 -15,713.50 61.90 780 · Postage 9,784.05 11,066.00 -1,281.95 88.4 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 855 · Transportation 13.15 850 · Telephone 838,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 860 · Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.8 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Ret Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7				•	79.4
770 · Supplies 25,553.50 41,267.00 -15,713.50 61.9 780 · Postage 9,784.05 11,066.00 -1,281.95 88.4 781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 80 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000 -0,000	640 · Equipment Maintenance/Rental	48,568.04	43,000.00		
780 - Postage 9,784.05 11,066.00 -1,281.95 88.4 781 - Printing 9,348.39 19,766.63 -10,418.24 47.3 786 - Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 - Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 - Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 - Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 - Taxes 0.00 3,000.00 -3,000.00 0.0 810 - Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 - Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 - Transportation 13.15 860 - Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 - Travel 157,452.73 262,667.15 -105,214.42 59.8 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7	690 · Credit Card & EFT Fees/Misc.	176,215.78	232,000.00	-55,784.22	76.0
781 · Printing 9,348,39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 56.6 54,032.02 95,479.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.8 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	770 · Supplies	25,553,50	41,267.00	-15,713.50	61.9
781 · Printing 9,348.39 19,766.63 -10,418.24 47.3 786 · Promotion 46,295.17 102,344.24 -56,049.07 45.2 787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 56.6 56.750.00 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.5 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	780 ⋅ Postage	9,784.05	11,066.00	-1,281.95	
787 · Speaker Fees 174,512.05 173,650.00 862.05 100.5 788 · Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 56.6 56,779.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.9 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	781 · Printing				47.3
788 - Staff Expense 833.34 2,600.00 -1,766.66 32.1 790 - Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 - Taxes 0.00 3,000.00 -3,000.00 0.0 810 - Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 - Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 - Transportation 13.15 56.6 56.750.00 -41,447.58 56.6 860 - Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 - Travel 157,452.73 262,667.15 -105,214.42 59.8 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	786 · Promotion		•		
790 · Subscriptions and Reference 20,720.85 19,969.12 751.73 103.8 800 · Taxes 0.00 3,000.00 -3,000.00 0.0 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 860 · Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.9 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income	787 · Speaker Fees	·			
800 · Taxes 0.00 3,000.00 -3,000.00 0.00 810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 56.0 41,447.58 56.0 860 · Conferences 54,032.02 95,479.60 -41,447.58 56.0 867 · Travel 157,452.73 262,667.15 -105,214.42 59.8 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	788 · Staff Expense	833.34	2,600.00		32.1
810 · Contract Fees 1,629,222.54 1,928,555.67 -299,333.13 84.5 850 · Telephone 38,895.66 62,750.00 -23,854.34 62.0 855 · Transportation 13.15 860 · Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.5 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7		-			103.8 0.0
850 · Telephone 38,895,66 62,750,00 -23,854,34 62.0 855 · Transportation 13.15					84.5
855 · Transportation 13.15 860 · Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.9 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7					62.0
860 · Conferences 54,032.02 95,479.60 -41,447.58 56.6 867 · Travel 157,452.73 262,667.15 -105,214.42 59.8 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	•	-		,	
867 · Travel 157,452.73 262,667.15 -105,214.42 59.9 Total Expense 6,020,343.97 7,109,426.41 -1,089,082.44 84.7 Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7		54,032.02	95,479.60		56.6
Net Ordinary Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	867 · Travel	157,452.73	262,667.15	-105,214.42	59.9
	Total Expense	6,020,343.97	7,109,426.41	-1,089,082.44	84.7
Income 4,716,020.03 2,916,245.75 1,799,774.28 161.7	Net Ordinary Income	4,716,020.03	2,916,245.75	1,799,774.28	161.7
	Income	4,716,020.03	2,916,245.75	1,799,774.28	161.7

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

Total 1500	Legislative	& Pol	Affairs
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Jan - Nov 19	Budget	\$ Over Budget	% of Budget
9,565.43	18,820.00	-9,254.57	50.8%
12,561.94			
169,347.80	144,535.00	24,812.80	117.2%
18.08	1,000.00		1.8%
255,419.65	333,413.00	-77,993.35	76.6%
1,390.60			
2,692.92	1,750.00	942.92	153.9%
581.58			
5,328.21	6,000.00	<i>-</i> 671.79	88.8%
20,227.88	31,496.74	-11,268.86	64.2%
9,500.00	10,000.00	-500.00	95.0%
0.00	2,000.00	-2,000.00	0.0%
11,242.32	8,254.12	2,988.20	136.2%
142,673.02	196,466.63	-53,793.61	72.6%
5,002.91			
19,474.89	29,800.00	-10,325.11	65.4%
35,851.98	56,510.00	-20,658.02	63.4%
700,879.21	840,045.49	-139,166.28	83.4%
-700,879.21	-840,045.49	139,166.28	83.4%
-700,879.21	-840,045.49	139,166.28	83.4%
	9,565.43 12,561.94 169,347.80 18.08 255,419.65 1,390.60 2,692.92 581.58 5,328.21 20,227.88 9,500.00 0.00 11,242.32 142,673.02 5,002.91 19,474.89 35,851.98 700,879.21 -700,879.21	9,565.43 12,561.94 169,347.80 18.08 1,000.00 255,419.65 333,413.00 1,390.60 2,692.92 1,750.00 581.58 5,328.21 6,000.00 20,227.88 31,496.74 9,500.00 10,000.00 0.00 2,000.00 11,242.32 142,673.02 196,466.63 5,002.91 19,474.89 29,800.00 35,851.98 56,510.00 700,879.21 840,045.49	9,565.43 18,820.00 -9,254.57 12,561.94 169,347.80 144,535.00 24,812.80 18.08 1,000.00 -981.92 255,419.65 333,413.00 -77,993.35 1,390.60 2,692.92 1,750.00 942.92 581.58 5,328.21 6,000.00 -671.79 20,227.88 31,496.74 -11,268.86 9,500.00 10,000.00 -500.00 0.00 2,000.00 -2,000.00 11,242.32 8,254.12 2,988.20 142,673.02 196,466.63 -53,793.61 5,002.91 19,474.89 29,800.00 -10,325.11 35,851.98 56,510.00 -20,658.02 700,879.21 840,045.49 -139,166.28

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1501 Government Area Support (1500 Legislative & Pol. Affairs)

Jan - Nov 19	Budget	\$ Over Budget	% of Budget
0.00			
12,561.94			
3,075.98	5,185.00	-2,109.02	59.3%
18.08	1,000.00	-981.92	1.8%
0.00			
1,390.60			
1,346.38			
581.58			
438.04	2,000.00	-1,561.96	21.9%
373.52			
0.00			
0.00			
0.00			
1,169.66			
5,002.91			
2.17	1,240.00	-1,237.83	0.2%
7,491.21	11,760.00	4,268.79	63.7%
33,452.07	21,185.00	12,267.07	157.9%
-33,452.07	-21,185.00	-12,267.07	157.9%
-33,452.07	-21,185.00	-12,267.07	157.9%
	0.00 12,561.94 3,075.98 18.08 0.00 1,390.60 1,346.38 581.58 438.04 373.52 0.00 0.00 0.00 1,169.66 5,002.91 2.17 7,491.21 33,452.07	0.00 12,561.94 3,075.98 18.08 0.00 1,390.60 1,346.38 581.58 438.04 2,000.00 373.52 0.00 0.00 0.00 1,169.66 5,002.91 2.17 7,491.21 11,760.00 33,452.07 21,185.00	0.00 12,561.94 3,075.98 18.08 1,000.00 -981.92 0.00 1,390.60 1,346.38 581.58 438.04 2,000.00 -1,561.96 373.52 0.00 0.00 0.00 1,169.66 5,002.91 2.17 1,240.00 -1,237.83 7,491.21 11,760.00 -1,267.07 -33,452.07 -21,185.00 -12,267.07

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1510 Legislative Advocacy (1500 Legislative & Pol. Affairs)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 - Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	26,815.00	31,065.00	-4,250.00	86.3%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	6,498.41	11,476.74	-4,978.33	56.6%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	0.00	0.00	0.0%
790 · Subscriptions and Reference	11,242.32	8,254.12	2,988.20	136.2%
810 · Contract Fees	116,963.00	123,066.63	-6,103.63	95.0%
850 · Telephone	0.00			
860 · Conferences	13,598.14	22,160.00	-8,561.86	61.4%
867 · Travel	0.00			
Total Expense	175,116.87	196,022.49	-20,905.62	89 3%
Net Ordinary Income	-175,116.87	-196,022.49	20,905.62	89.3%
Net Income	-175,116.87	-196,022.49	20,905.62	89.3%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1545 Local Lobbying Support (1500 Legislative & Pol. Affairs)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 - Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	0.00	0.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,750.00	-2,750.00	0.0%
Total Expense	0.00	2,750.00	-2,750.00	0.0%
Net Ordinary Income	0.00	-2,750.00	2,750.00	0.0%
Net Income	0.00	-2,750.00	2,750.00	0.0%
			- 200	

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)

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	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	146,623.27	114,350.00	32,273.27	128.2%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 - Equipment Maintenance/Rental	0.00			
770 · Supplies	18.45	150.00	-131.55	12.3%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	9,500.00	10,000.00	-500.00	95.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	4,173.68	9,000.00	-4,826.32	46.4%
Total Expense	160,315.40	133,500.00	26,815.40	120.1%
Net Ordinary Income	-160,315.40	-133,500.00	-26,815.40	120.1%
Net Income	-160,315.40	-133,500.00	-26,815.40	120.1%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1560 Fundraising Support (1500 Legislative & Pol. Affairs)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 ⋅ Awards/Gifts	9,565.43	18,820.00	-9,254.57	50.8%	
620 · Building Expense	0.00				
630 · Catering/Hotel	19,648.55	25,000.00	-5,351.45	78.6%	
632 · Copying	0.00				
639 - Dues & Commitments.	228,604.65	302,348.00	-73,743.35	75.6%	
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	1,328.09	1,600.00	-271.91	83.0%	
780 · Postage	0.00				
781 · Printing	0.00				
786 · Promotion	6,014.24	10,020.00	-4,005.76	60.0%	
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	16,040.36	56,600.00	-40,559.64	28.3%	
850 · felephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	281,201.32	414,388.00	-133,186.68	67.9%	
Net Ordinary Income	-281,201.32	-414,388.00	133,186.68	67.9%	
Net Income	-281,201.32	-414,388.00	133,186.68	67.9%	
Net income	-281,201.32	-414,388.00	133,100.00		

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1575 Federal Liaison Support (1500 Legislative & Pol. Affairs)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense			,	
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 ⋅ Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	0.00	0.00	0.0%
790 · Subscriptions and Reference	0.00			
810 - Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	5,874.58	6,400.00	- 525.42	91.8%
867 · Travel	24,187.09	33,000.00	-8,812.91	73.3%
Total Expense	30,061.67	39,400.00	-9,338.33	76.3%
Net Ordinary Income	-30,061.67	-39,400.00	9,338.33	76.3%
Net Income	-30,061.67	-39,400.00	9,338.33	76.3%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1580 - Election Year Activities (1500 Legislative & Pol. Affairs)

Jan - Nov 19	Budget	\$ Over Budget	% of Budget
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
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0.00	2,000.00	-2,000.00	0.0%
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0.00	2,000.00	-2,000.00	0.0%
0.00	-2,000.00	2,000.00	0.0%
0.00	-2,000.00	2 000 00	0.0%
	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	0.00 0.00	0.00 0.00

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1585 Governmental Communication (1500 Legislative & Pol. Affairs)

				04 - 6 D1	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Expense					
605 · Awards/Gifts	0.00				
620 · Building Expense	0.00				
630 · Catering/Hotel	0.00				
632 · Copying	0.00				
639 · Dues & Commitments.	0.00				
640 · Equipment Maintenance/Rental	0.00				
770 · Supplies	0.00				
780 ⋅ Postage	0.00				
781 · Printing	4,890.17	4,000.00	890.17	122.3%	
786 · Promotion	7,341.71	10,000.00	-2,658.29	73.4%	
787 · Speaker Fees	0.00				
788 · Staff Expense	0.00				
790 · Subscriptions and Reference	0.00				
810 · Contract Fees	1,600.00	1,800.00	-200.00	88.9%	
850 · Telephone	0.00				
860 · Conferences	0.00				
867 · Travel	0.00				
Total Expense	13,831.88	15,800.00	-1,968.12	87.5%	
Net Ordinary Income	-13,831.88	-15,800.00	1,968.12	87.5%	
Net Income	-13,831.88	-15,800.00	1,968.12	87.5%	
	Water Section Statement Section 5				

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1596 Political Research (1500 Legislative & Pol. Affairs)

Budget	% of	Over Budget	Budget	Jan - Nov 19	
					Ordinary Income/Expense
					Expense
				0.00	605 · Awards/Gifts
				0.00	620 · Building Expense
				0.00	630 · Catering/Hotel
				0.00	632 · Copying
				0.00	639 · Dues & Commitments.
				0.00	640 · Equipment Maintenance/Rental
				0.00	770 · Supplies
				0.00	780 · Postage
				0.00	781 · Printing
				0.00	786 · Promotion
				0.00	787 · Speaker Fees
				0.00	788 · Staff Expense
				0.00	790 · Subscriptions and Reference
46.0%		-8,100.00	15,000.00	6,900.00	810 · Contract Fees
				0.00	850 · Telephone
				0.00	860 · Conferences
	1000			0.00	867 · Travel
46.0%		-8,100.00	15,000.00	6,900.00	Total Expense
46.0%		8,100.00	-15,000.00	-6,900.00	Net Ordinary Income
46.0%		8,100.00	-15,000.00	-6,900.00	et income
	A A 480 A	8,100.00	-15,000.00	-6,900.00	Net Ordinary Income

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

	Total 1600 Risk Management			
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	1,650.00			
440.10 · Ethics Citation Fee	250.00	1,000.00	-750.00	25.0°
440.3 · Arbitration Deposits Retained	500.00	4,500.00	-4,000.00	11.19
440.4 · Appeal Fees Retained	1,500.00	1,000.00	500.00	150.09
440.5 · Ethics Admin Fees	3,900.00	4,200.00	-300.00	92.9
440.6 · Retained Fine	9,650.00	9,000.00	650.00	107.2
Total Income	17,450.00	19,700.00	-2,250.00	88.69
Gross Profit	17,450.00	19,700.00	-2,250.00	88.69
Expense		202.22	400.00	450.44
605 · Awards/Gifts	320.29	200.00	120.29	160.1
620 · Building Expense	18,689.71			
630 · Catering/Hotel	16,185.70	20,244.00	-4,058.30	80.0
631 · Computer Service and Expense	50.56			
632 · Copying	126.15			
640 · Equipment Maintenance/Rental	9,468.18			
770 · Supplies	2,282.08	4,750.00	-2,467.92	48.0
780 · Postage	3,786.53			
781 · Printing	417.06	200.00	217.06	208.5
786 - Promotion	311.76	4,750.00	-4,438.24	6.6
787 · Speaker Fees	650.00	3,400.00	-2,750.00	19.1
788 · Staff Expense	368.94			
790 · Subscriptions and Reference	9,134.58	10,965.00	-1,830.42	83.3
810 · Contract Fees	203,262.61	222,133.26	-18,870.65	91.5
850 · Telephone	7,352.35			
860 · Conferences	9,806.58	16,158.00	-6,351.42	60.7
867 - Travel	11,821.07	16,245.00	-4,423.93	72.8
Total Expense	294,034.15	299,045.26	-5,011.11	98.3
Net Ordinary Income	-276,584.15	-279,345.26	2,761.11	99.0
t Income	-276,584.15	-279,345.26	2,761.11	99.0

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1601 Risk Management Support (1600 Risk Management)

		,			
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense					
Income					
440 · Other Program Income	0.00				
440.10 · Ethics Citation Fee	0.00				
440.3 · Arbitration Deposits Retained	0.00				
440.4 · Appeal Fees Retained	0.00				
440.5 · Ethics Admin Fees	0.00				
440.6 · Retained Fine	0.00				
Total Income	0.00				
Gross Profit	0.00				
Expense					
605 ⋅ Awards/Gifts	0.00				
620 · Building Expense	18,689.71				
630 · Catering/Hotel	1,714.03	2,000.00	-285.97	85.7	
631 · Computer Service and Expense	50.56				
632 - Copying	126.15				
640 · Equipment Maintenance/Rental	9,468.18				
770 · Supplies	1,933.98	3,750.00	-1,816 02	51 6	
780 · Postage	1,061.09				
781 · Printing	417.06				
786 · Promotion	95.96	750.00	-654.04	12.8	
787 · Speaker Fees	0.00				
788 · Staff Expense	27.55				
790 · Subscriptions and Reference	103.74				
810 · Contract Fees	1,503.29				
850 · Telephone	7,352.35				
860 · Conferences	9,806.58	16,158.00	-6,351.42	60.7	
867 · Travel	3,759.45	3,500.00	259.45	107.4	
Total Expense	56,109.68	26,158.00	29,951.68	214.5	
Net Ordinary Income	-56,109.68	-26,158.00	-29,951.68	214.	
Income	-56,109.68	-26,158.00	-29,951.68	214.	
				7	

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1602 Legal Support (1600 Risk Management)

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6,476.58	8,200.00	-1,723.42	79.0%
14,863.05	37,500.00	-22,636.95	39.6%
0.00			
0.00			
0.00	2,000.00	-2,000.00	0.0%
21,339.63	47,700.00	-26,360.37	44.7%
-21,339.63	-47,700.00	26,360.37	44.7%
-21,339.63	-47,700.00	26,360.37	44.7%
	0.00 0.00	0.00 0.00	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1605 PS Enforcement (1600 Risk Management)

		(1000 111011 1111	aa.g.o,	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	250.00	1,000.00	-750.00	25.0%
440.3 · Arbitration Deposits Retained	500.00	4,500.00	-4,000.00	11.1%
440.4 · Appeal Fees Retained	1,500.00	1,000.00	500.00	150.0%
440.5 · Ethics Admin Fees	3,900.00	4,200.00	-300.00	92.9%
440.6 · Retained Fine	9,650.00	9,000.00	650.00	107.29
Total Income	15,800.00	19,700.00	-3,900.00	80.2%
Gross Profit	15,800.00	19,700.00	-3,900.00	80.2%
Expense				
605 · Awards/Gifts	320.29	200.00	120.29	160.19
620 · Building Expense	0.00			
630 · Catering/Hotel	2,139.79	2,024.00	115.79	105.79
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	348.10	500.00	-151.90	69.69
780 · Postage	2,725.44			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	341.39			
790 · Subscriptions and Reference	2,554.26	2,440.00	114.26	104.79
810 · Contract Fees	14,597.79	5,500.00	9,097.79	265.49
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	6,505.81	7,245.00	-739.19	89.89
Total Expense	29,532.87	17,909.00	11,623.87	164.99
Net Ordinary Income	-13,732.87	1,791.00	-15,523.87	-766.89
t income	-13,732.87	1,791.00	-15,523.87	-766.89
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Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1610 PS Training (1600 Risk Management)

		(1000 10010 100	anagement	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	1,650.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 - Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	1,650.00			
Gross Profit	1,650.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 - Catering/Hotel	11,801.78	14,550.00	-2,748.22	81.1
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	500 00	-500 00	0.0
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	150.00	2,500.00	-2,350.00	6.0
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00	325.00	-325.00	0.0
810 - Contract Fees	330.00	1,500.00	-1,170.00	22.0
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,000.00	-2,000.00	0.0
Total Expense	12,281.78	21,375.00	-9,093.22	57.5
Net Ordinary Income	-10,631.78	-21,375.00	10,743.22	49.7
et Income	-10,631.78	-21,375.00	10,743.22	49.7

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1615 Alt. Dispute Resolution (1600 Risk Management)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 ⋅ Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	530.10	1,250.00	-719.90	42.4%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	500.00	900.00	400.00	55.6%
788 · Staff Expense	0.00			
790 - Subscriptions and Reference	0.00			
810 · Contract Fees	1,461.31	1,500.00	-38.69	97.4%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	1,555.81	1,500.00	55,81	103.7%
Total Expense	4,047.22	5,150.00	-1,102.78	78.6%
Net Ordinary Income	-4,047.22	-5,150.00	1,102.78	78.6%
et Income	-4,047.22	-5,150.00	1,102.78	78.6%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1625 Risk Management Publicatns (1600 Risk Management)

		(1000 Mak Mi	anayement)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 ⋅ Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 - Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	215.80	4,000.00	-3,784.20	5.4
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00		* * ** - ** - ** - ** - ** - ** - ** -	
Total Expense	215.80	4,000.00	-3,784.20	5.4
Net Ordinary Income	-215.80	-4,000.00	3,784.20	5.4
Income	-215.80	-4,000.00	3,784.20	5.4

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

Total 1650 Forms Development and Sale (1600 Risk Management)

		•	J ,	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	420.00	-420.00	0.09
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	671.31	6,000.00	-5,328.69	11.29
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	671.31	6,420.00	-5,748.69	10.5%
Net Ordinary Income	-671.31	-6,420.00	5,748.69	10.5%
t Income	-671.31	-6,420.00	5,748.69	10.5%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1665 Legal Hotline (1600 Risk Management)

		(1000 1030 100	anagomone	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income		•		
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 - Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 ⋅ Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0 00			
780 · Postage	0.00			
781 · Printing	0.00	200.00	-200.00	0.09
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	169,835.86	170,133.26	-297.40	99.89
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			*****
Total Expense	169,835.86	170,333.26	-497.40	99.79
Net Ordinary Income	-169,835.86	-170,333.26	497.40	99.79
t Income	-169,835.86	-170,333.26	497.40	99.7%
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Net Income

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

	Total 1700 Business Services & Tech.				
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget	
Ordinary Income/Expense Income					
433 · Forms Licensing	33,500.00	44,000.00	-10,500.00	76.1%	
466 · Member Communications	0.00	6,600.00	-6,600.00	0.0%	
Total Income	33,500.00	50,600.00	-17,100.00	66.2%	
Gross Profit	33,500.00	50,600.00	-17,100.00	66.2%	
Expense					
540 · Staff Development	805.22	9,000.00	-8,194.78	8.9%	
620 · Building Expense	22,366.38				
630 · Catering/Hotel	1,047.45	1,200.00	-152.55	87.3%	
631 · Computer Service and Expense	2,382.99	16,000.00	<i>-</i> 13,617.01	14.9%	
632 · Copying	4.72				
640 · Equipment Maintenance/Rental	427.03				
770 · Supplies	3,641.67	4,916.63	-1,274.96	74.1%	
780 · Postage	453.57	250.00	203.57	181.4%	
781 · Printing	11,762.13	28,291.63	-16,529.50	41.6%	
786 · Promotion	142.50	7,000.00	-6,857.50	2.0%	
790 · Subscriptions and Reference	789.76	3,1/5.00	-2,385.24	24.9%	
810 · Contract Fees	1,111,854.66	1,251,975.37	-140,120.71	88.8%	
850 · Telephone	10,024.50				
860 · Conferences	7,024.72	19,514.22	-12,489.50	36.0%	
867 · Travel	7,695.49	6,854.15	841.34	112.3%	
Total Expense	1,180,422.79	1,348,177.00	-167,754.21	87.6%	
Net Ordinary Income	-1,146,922.79	-1,297,577.00	150,654.21	88.4%	

-1,146,922.79

-1,297,577.00

150,654.21

88.4%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1701 Bus Services & Tech Suppt (1700 Business Services & Tech.)

	(1100 20011000 001 11000 01 10001)			
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00	5,000.00	-5,000.00	0.0%
620 · Building Expense	22,366.38			
630 - Catering/Hotel	50.23			
631 · Computer Service and Expense	0.00			
632 · Copying	4.72			
640 · Equipment Maintenance/Rental	427.03			
770 · Supplies	3,641.67	1,500.00	2,141.67	242.8%
780 · Postage	453.57	250.00	203.57	181.4%
781 · Printing	577.31	2,291.63	-1,714.32	25.2%
786 · Promotion	0.00			
790 · Subscriptions and Reference	214.72	750.00	-535.28	28.6%
810 - Contract Fees	1,947.08			
850 - Telephone	10,024.50			
860 · Conferences	5,517.48	14,003.60	-8,486.12	39.4%
867 · Travel	0.00			
Total Expense	45,224.69	23,795.23	21,429.46	190.1%
Net Ordinary Income	-45,224.69	-23,795.23	-21,429.46	190.19
t Income	-45,224.69	-23,795.23	-21,429.46	190.19

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1710 Software Development (1700 Business Services & Tech.)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00	1,000.00	-1,000.00	0.0%
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 - Printing	0.00			
786 · Promotion	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	10,999.65	16,086.70	-5,087.05	68.4%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			· 100 000000000000000000000000000000000
Total Expense	10,999.65	17,086.70	-6,087.05	64.4%
Net Ordinary Income	-10,999.65	-17,086.70	6,087.05	64.4%
Net Income	-10,999.65	-17,086.70	6,087.05	64.4%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.)

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	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 ⋅ Catering/Hotel	0.00			
631 · Computer Service and Expense	2,382.99	15,000.00	-1 2,617.01	15.9%
632 - Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	160,806.99	226,368.50	-65,561.51	71.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	163,189.98	241,368.50	-78,178.52	67.6%
Net Ordinary Income	-163,189.98	-241,368.50	78,178.52	67.6%
et Income	-163,189.98	-241,368.50	78,178.52	67.6%
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Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1770 Business Services Dept. (1700 Business Services & Tech.)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	33,500.00	44,000.00	-10,500.00	76.1%
466 · Member Communications	0.00		and the second s	···
Total Income	33,500.00	44,000.00	-10,500.00	76.1%
Gross Profit	33,500.00	44,000.00	-10,500.00	76.1%
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	997.22	1,200.00	-202.78	83.1%
631 - Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	142.50	5,000.00	-4,857.50	2.9%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	839,826.56	937,460.84	-97,634.28	89.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	7,695.49	6,854.15	841.34	112.3%
Total Expense	848,661.77	950,514.99	-101,853.22	89.3%
Net Ordinary Income	-815,161.77	-906,514.99	91,353.22	89.9%
et Income	-815,161.77	-906,514.99	91,353.22	89.9%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1780 Communications (1700 Business Services & Tech.)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00	6,600.00	-6,600.00	0.0%
Total Income	0.00	6,600.00	-6,600.00	0.0%
Gross Profit	0.00	6,600.00	-6,600.00	0.0%
Expense				
540 · Staff Development	805.22	4,000.00	-3,194.78	20.1%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	3,416.63	-3,416.63	0.0%
780 ⋅ Postage	0.00			
781 · Printing	11,184.82	26,000.00	-14,815.18	43.0%
786 · Promotion	0.00	2,000.00	-2,000.00	0.0%
790 · Subscriptions and Reference	575.04	2,425.00	-1,849.96	23.7%
810 · Contract Fees	98,274.38	72,059.33	26,215.05	136.4%
850 · Telephone	0.00			
860 · Conferences	1,507.24	5,510.62	-4,003.38	27.4%
867 · Travel	0.00		a - a - a - a - a - a - a - a - a - a -	
Total Expense	112,346.70	115,411.58	-3,064.88	97.3%
Net Ordinary Income	-112,346.70	-108,811.58	-3,535.12	103.2%
et Income	-112,346.70	-108,811.58	-3,535.12	103.2%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

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TOTAL TRUU	Professional	& Bus	.Develob

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00	1,000.00	-1,000.00	0.0%
460 · Broker University	1,560.00	7,180.00	-5,620.00	21.7%
461 · Education Development	6,373.34	2,312.00	4,061.34	275.7%
462 · Education Outreach	39,869.00	21,175.00	18,694.00	188.3%
463 · Instructor Development	739.00	1,715.00	-976.00	43.1%
464 · Leadership Training	18,905.00	20,340.00	-1,435.00	92.9%
465 · MRE Society	575.00	500.00	75.00	115.0%
467 · REALTOR Institute	43,009.00	30,905.00	12,104.00	139.2%
468 · rCRMS	45,947.68	25,760.00	20,187.68	178.4%
469 · Spring Convention	107,766.00	149,450.00	-41,684.00	72.1%
471 · Industry Partners	32,034.00	45,575.00	-13,541.00	70.3%
472 · CRPM	53,530.81	32,225.00	21,305.81	166.1%
				
Total Income	350,308.83	338,137.00	12,171.83	103.6%
Gross Profit	350,308.83	338,137.00	12,171.83	103.6%
Expense				
540 · Staff Development	1,092.00	2,000.00	-908.00	54.6%
605 · Awards/Gifts	0.00	350.00	-350.00	0.0%
620 · Building Expense	10,110.83			
630 · Catering/Hotel	171,769.31	325,971.00	-154,201.69	52.7%
632 · Copying	224.38	13,000.00	-12,775.62	1.7%
639 · Dues & Commitments.	3,611.20	4,625.00	-1,013.80	78.1%
640 · Equipment Maintenance/Rental	16,769.51			
770 · Supplies	5,422.23	10,517.00	-5,094.77	51.6%
780 · Postage	3,069.55	3,441.00	-371.45	89.2%
781 · Printing	2,335.30	7,275.00	-4,939.70	32.1%
786 · Promotion	12,556.22	28,350.00	-15,793.78	44.3%
787 · Speaker Fees	164,362.05	160,250.00	4,112.05	102.6%
788 · Staff Expense	63.60			
810 · Contract Fees	177,984.95	204,657.74	-26,672.79	87.0%
850 · Telephone	5,834.60			
855 · Transportation	13.15			
860 · Conferences	7,067.09	10,869.00	-3,801.91	65.0%
867 · Travel	3,872.13	16,989.00	-13,116.87	22.8%
Total Expense	586,158.10	788,294.74	-202,136.64	74.49
et Ordinary Income	-235,849.27	-450,157.74	214,308.47	52.4%
Income	-235,849.27	-450,157.74	214,308.47	52.4%
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Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1801 Prof Dev Support (1800 Professional & Bus.Develop)

Income			(1000 : 101000101101	a Bacibotolop,	
Income		Jan - Nov 19	Budget	\$ Over Budget	% of Budget
440.9 · Sponsorship Income 460 · Broker University 0.00 461 · Education Development 0.00 462 · Education Outreach 0.00 463 · Instructor Development 0.00 464 · Leadership Training 0.00 465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · CRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Exponse 540 · Staff Development 1,092.00 605 · Awards/Gifts 0.00 620 · Sullding Expense 10,110.83 630 · Catering/Hotel 726.69 632 · Copying 224.33 13,000.00 -12,775.62 1,7639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 782 · Sponso 1,500.00 -1,214.07 19.1 788 · Staff Expense 0.00 788 · Staff Expense 0.00 788 · Staff Expense 0.00 810 · Contract Fees 1,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -6,682.97 112.1 Net Ordinary Income	Ordinary Income/Expense				
450 · Broker University 0.00 461 · Education Development 0.00 462 · Education Outreach 0.00 463 · Instructor Development 0.00 464 · Leadership Training 0.00 465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · GRIMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Exponso 540 · Staff Development 1.092.00 1,000.00 92.00 109.2 605 · Awards/Gifts 0.00 620 · Building Expense 10,110.83 630 · Catering/Hotel 726.69 800.00 -73.31 90.8 632 · Copying 243.33 13,000.00 -12,775.62 1.7 633 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Frinding 285.33 1,500.00 -1,214.07 19.4 780 · Postage 1,097.34 781 · Frinding 285.33 1,500.00 -1,214.07 19.4 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.000 850 · Conferences 4,482.12 6,270.00 -1,777.88 71.8 867 · Travel 9.104 2,750.00 -2,658.96 33. Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	Income				
461 · Education Development 0.00 462 · Education Outreach 0.00 463 · Instructor Development 0.00 464 · Leadership Training 0.00 465 · MRE Society 0.00 467 · REAL TOR Institute 0.00 468 · CRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Exponse 40 · Staff Development 1,092.00 1,000.00 92.00 109.2 605 · Awards/Gifts 0.00 Exponse 540 · Staff Development 1,092.00 1,000.00 92.00 109.2 605 · Awards/Gifts 0.00 620 · Building Expense 10,110.83 630 · Catering/Hotel 72.6.69 800.00 -73.31 90.8 632 · Copying 224.38 13,000.00 -12,775.52 1.7 639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 1,791.31 1,592.00 -200.69 87.4 781 · Pinting 255.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 788 · Staff Expense 1,397.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 855 · Transportation 0.00 856 · Transportation 0.00 857 · Travel 9,304 2,750.00 -2,658.98 33. Total Expense 61,899.97 55,217.00 6,882.97 112.1 Net Ordinary Income -51,899.97 -55,217.00 -6,682.97 112.1	440.9 · Sponsorship Income	0.00			
462 - Education Outreach 463 - Instructor Development 464 - Leadership Training 465 - MRE Society 467 - REALTOR Institute 468 - RCRMS 469 - Spring Convention 469 - Spring Convention 471 - Industry Partners 472 - CRPM 473 - Outper Service	460 · Broker University	0.00			
463 · Instructor Development 0.00 464 · Leadership Training 0.00 465 · MRE Society 0.00 467 · REALTOR Institute 0.00 468 · CRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expenso 540 · Staff Development 1,092.00 1,000.00 92.00 109.2 605 · Awards/Gifts 0.00 620 · Building Expense 10,110.83 630 · Catering/Hotel 728.69 800.00 -73.31 90.8 632 · Copying 224.38 13,000.00 -12,775.62 1.7 633 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 780 · Postage 1,097.34 781 · Printing 265.93 1,500.00 -1,214.07 19.1 785 · Promotion 2,510.36 5,700.00 -5,189.84 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 788 · Staff Expense 0.00 850 · Conferences 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 865 · Transportation 0.00 867 · Travel 91.04 2,750.00 -2,856.96 3.3 Total Expense 61,899.97 55,217.00 6,882.97 112.1 Net Ordinary Income	461 · Education Development	0.00			
464 · Leadership Training	462 · Education Outreach	0.00			
465 - MRE Society 467 - REALTOR Institute 468 - rCRMS 469 - Spring Convention 469 - Spring Convention 471 - Industry Partners 0.00 472 - CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Exponso 540 - Staff Development 630 - Awards/Gifts 0.00 630 - Building Expense 10,110.83 630 - Catering/Hotel 726.69 800.00 632 - Copying 224.38 13,000.00 -12,775.62 1.76 639 - Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 - Equipment Maintenance/Rental 16,769.51 770 - Supplies 1,391.31 780 - Postage 1,097.34 781 - Printing 285.93 781 - Printing 285.93 785 - Promotion 2,510.36 5,700.00 -1,214.07 19.1 786 - Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 - Speaker Fees 0.00 788 - Staff Expense 0.00 810 - Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 760 - Conferences 14,327.42 19,530.00 -1,777.88 76.6 857 - Travel 91.04 2,750.00 -2,655.96 3.3 Total Expense 61,899.97 55,217.00 -6,682.97 112.1 Net Ordinary Income	463 · Instructor Development	0.00			
467 - REALTOR Institute 468 - rCRMS 469 - Spring Convention 471 - Industry Partners 0.00 472 - CRPM 0.00 Total Income Cross Profit Expense 540 - Staff Development 605 - Awards/Gifts 0.00 620 - Building Expense 10,110,83 630 - Catering/Hotel 726.69 632 - Copying 224.38 632 - Copying 224.38 632 - Copying 234.38 640 - Equipment Maintenance/Rental 16,769.51 770 - Supplies 1,391.31 1,592.00 200.09 87.4 780 - Postage 1,097.34 781 - Printing 285.93 781 - Printing 285.93 785 - Speaker Fees 0.00 788 - Staff Expense 0.00 810 - Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 - Telephone 5,834.60 855 - Transportation 0.00 860 - Conferences 4,492.12 6,270.00 -1,777.88 71.6 710 - Expense 61,899.97 55,217.00 -6,682.97 112.1 Net Ordinary Income	464 · Leadership Training	0.00			
468 · rCRMS 0.00 469 · Spring Convention 0.00 471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 0.00 540 · Staff Development 1.092.00 1,000.00 92.00 109.2 605 · Awards/Giffs 0.00 620 · Building Expense 10,110.83 630 · Catering/Hotel 726.69 800.00 -73.31 90.8 632 · Copying 224.38 13,000.00 12,775.62 1.7 639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	465 · MRE Society	0.00			
469 - Spring Convention 0.00 471 - Industry Partners 0.00 472 - CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Expense 540 - Staff Development 1,092.00 1,000.00 92.00 109.2 655 - Awards/Gifts 0.00 0.00 92.00 109.2 650 - Building Expense 10,110.83 800.00 -73.31 90.8 632 - Catering/Hotel 726.69 800.00 -73.31 90.8 632 - Copying 224.38 13,000.00 -12,775.62 1.7 639 - Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 - Equipment Maintenance/Rental 16,769.51 1,592.00 -200.69 87.4 780 - Postage 1,097.34 1,592.00 -1,214.07 19.1 781 - Printing 285.93 1,500.00 -1,214.07 19.1 786 - Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 - Speaker Fees 0.00 -1,214.07 19.1 850 - Telephone 5,834.60 855 - Transportati		0.00			
471 · Industry Partners 0.00 472 · CRPM 0.00 Total Income 0.00 Gross Profit 0.00 Exponse 540 · Staff Development 1.092.00 1.000.00 92.00 109.2 605 · Awards/Gifts 0.00 620 · Building Expense 10,110.83 632 · Copying 224.38 13,000.00 -12,775.62 1.7 639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1.097.34 781 · Printing 285.93 1,500.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.5 Net Ordinary Income -61,899.97 55,217.00 -6,682.97 112.5 Net Ordinary Income	468 · rCRMS	0.00			
Total Income 0.00 Gross Profit 0.00 Exponso 540 · Staff Development 1,092.00 1,000.00 92.00 109.2 605 · Awards/Gifts 0.00 520 · Building Expense 10,110.83 630 · Catering/Hotel 726.69 800.00 -73.31 90.8 632 · Copying 224.38 13,000.00 -128.56 95.8 632 · Copying 244.38 13,000.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	469 · Spring Convention	0.00			
Total Income 0.00 Gross Profit 0.00 Exponso 540 · Staff Development 1,092.00 1,000.00 92.00 109.2 605 · Awards/Gifts 0.00 520 · Building Expense 10,110.83 630 · Catering/Hotel 726.69 800.00 -73.31 90.8 632 · Copying 224.38 13,000.00 -128.56 95.8 632 · Copying 244.38 13,000.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	471 - Industry Partners	ስ ስስ			
Total Income 0.00					
Expense	4/2 · CRFW				
Expense	Total Income	0.00			
540 · Staff Development 605 · Awards/Gifts 70.00 620 · Building Expense 1,092.00 1,000.00 92.00 109.2 10	Gross Profit	0.00			
605 - Awards/Gifts 0.00 620 - Building Expense 10,110.83 630 - Catering/Hotel 726.69 800.00 -73.31 90.8 632 - Copying 224.38 13,000.00 -12,775.62 1.7 639 - Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 - Equipment Maintenance/Rental 16,769.51 770 - Supplies 1,391.31 1,592.00 -200.69 87.4 780 - Postage 1,097.34 781 - Printing 285.93 1,500.00 -1,214.07 19.1 786 - Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 - Speaker Fees 0.00 788 - Staff Expense 0.00 810 - Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 - Telephone 5,834.60 855 - Transportation 0.00 860 - Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 - Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1	Expense				
620 · Building Expense 10,110.83 630 · Catering/Hotel 726.69 800.00 -73.31 90.8 632 · Copying 224.38 13,000.00 -12,775.62 1.7 639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1	540 · Staff Development	1,092.00	1,000.00	92.00	109.2
620 · Building Expense 10,110.83 630 · Catering/Hotel 726.69 800.00 -73.31 90.8 632 · Copying 224.38 13,000.00 -12,775.62 1.7 639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1	605 · Awards/Gifts	0.00			
632 · Copying 224.38 13,000.00 -12,775.62 1.7 639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.98 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1					
632 · Copying 224.38 13,000.00 -12,775.62 1.7 639 · Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 -200.69 87.4 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34	630 · Catering/Hotel	726.69	800.00	-73.31	90.8
639 - Dues & Commitments. 2,946.44 3,075.00 -128.56 95.8 640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.5					17
640 · Equipment Maintenance/Rental 16,769.51 770 · Supplies 1,391.31 1,592.00 -200.69 87.4 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income					
770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34	639 · Dues & Commitments.	2,940.44	3,075.00	-120,00	95.0
770 · Supplies 1,391.31 1,592.00 -200.69 87.4 780 · Postage 1,097.34 1,500.00 -1,214.07 19.1 781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00	640 · Equipment Maintenance/Rental	16,769.51			
781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 -3,189.64 44.0 788 · Staff Expense 0.00 -5,202.58 73.4 850 · Telephone 5,834.60 -5,202.58 73.4 855 · Transportation 0.00 -1,777.88 71.6 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1		1,391.31	1,592.00	-200.69	87.4
781 · Printing 285.93 1,500.00 -1,214.07 19.1 786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 -3,189.64 44.0 788 · Staff Expense 0.00 -5,202.58 73.4 850 · Telephone 5,834.60 -5,202.58 73.4 855 · Transportation 0.00 -1,777.88 71.6 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	780 · Postage	1,097.34			
786 · Promotion 2,510.36 5,700.00 -3,189.64 44.0 787 · Speaker Fees 0.00 788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 .			1,500,00	-1,214.07	19.1
788 · Staff Expense 0.00 810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 -855 · Transportation 0.00 -1,777.88 71.6 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	•				44.0
810 · Contract Fees 14,327.42 19,530.00 -5,202.58 73.4 850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	787 · Speaker Fees	0.00			
850 · Telephone 5,834.60 855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	788 · Staff Expense	0.00			
855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	810 · Contract Fees	14,327.42	19,530.00	-5,202.58	73.4
855 · Transportation 0.00 860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	850 · Telephone	5,834.60			
860 · Conferences 4,492.12 6,270.00 -1,777.88 71.6 867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1	· · · · · · · · · · · · · · · · · · ·				
867 · Travel 91.04 2,750.00 -2,658.96 3.3 Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1			6.270.00	-1.777.88	71.6
Total Expense 61,899.97 55,217.00 6,682.97 112.1 Net Ordinary Income -61,899.97 -55,217.00 -6,682.97 112.1					
	Total Expense	61,899.97	55,217.00	6,682.97	112.1
	Net Ordinary Income	-61,899.97	-55,217.00	-6,682.97	112.1
	-	-61,899.97	-55,217.00	-6,682.97	112.1

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1815 REALTOR Institute (1800 Professional & Bus.Develop)

		(1000 101033101101	a Buo.Borolop/	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	42,949.00	30,905.00	12,044.00	139.0%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
474 - Industry Portners	0.00			
471 · Industry Partners				
472 · CRPM	0.00			<u> </u>
Total Income	42,949.00	30,905.00	12,044.00	139.0%
Gross Profit	42,949.00	30,905.00	12,044.00	139.09
Gloss Flont	42,040.00	00,000.00	12,011.00	100.07
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00	150.00	-150.00	0.09
620 · Building Expense	0.00			
- '	045.70	000.00	54.24	04.09
630 ⋅ Catering/Hotel	845.76	900.00	-54.24	94.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	2,220.44	2,275.00	-54.56	97.6%
780 · Postage	385.68	480.00	-94.32	80.49
781 · Printing	0.00	2,000.00	-2,000.00	0.09
786 · Promotion	9,639.02	14,550.00	-4,910.98	66.29
787 · Speaker Fees	4,094.54	6,900.00	-2,805.46	59.3%
788 · Staff Expense	0.00			
810 · Contract Fees	4,403.00	9,420.00	-5,017.00	46.7%
	0.00			
850 · Telephone				
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	59.85	1,900.00	-1,840.15	3.2
Total Expense	21,648.29	38,575.00	-16,926.71	56.19
let Ordinary Income	21,300.71	-7,670.00	28,970.71	-277.79
Income	21,300.71	-7,670.00	28,970.71	-277.79

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1820 rCRMS

(1800 Professional & Bus.Develop)

		(1000 1 Tolcoolonal		
_	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 ⋅ Broker University	0.00			
461 - Education Development	0.00			
462 - Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	45,947.68	25,760.00	20,187.68	178.4%
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	45,947.68	25,760.00	20,187.68	178.4%
Gross Profit	45,947.68	25,760.00	20,187.68	178.4%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	90.34	72.00	18.34	125.5%
632 ⋅ Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 - Supplies	0.00			
780 · Postage	236.26	353.00	-116.74	66.99
781 · Printing	0.00		, , ,	
786 · Promotion	0.00			
787 · Speaker Fees	24,402.88	16,500.00	7,902.88	147.99
788 · Staff Expense	12.48			
810 · Contract Fees	6,062.79	3,978.00	2,084.79	152.49
	•	5,575.00	Z ₁ 007.10	102.47
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	30,804.75	20,903.00	9,901.75	147.49
Net Ordinary Income	15,142.93	4,857.00	10,285.93	311.89
·				

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1825 Cert. Res. Prop. Manager (1800 Professional & Bus.Develop)

		(1000 FIGURESSIGNAL	& Dus.Develop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 - Spring Convention	0.00			
474 . Industry Partners	0.00			
471 · Industry Partners 472 · CRPM	53,495.81	32,225.00	21,270.81	166.0%
Total Income	53,495.81	32,225.00	21,270.81	166.09
Gross Profit	53,495.81	32,225.00	21,270.81	166.09
Evnonco				
Expense	0.00			
540 - Staff Development		50.00	-50.00	0.0
605 · Awards/Gifts	0.00	50.00	-50.00	0.0
620 - Building Expense	0.00			
630 · Catering/Hotel	1,174.51	150.00	1,024.51	783.09
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.09
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	100.00	0.00	100.00	100.0
780 · Postage	597,11	1,600.00	-1,002.89	37.3
781 · Printing	0.00	ŕ	·	
786 · Promotion	0.00	100.00	-100.00	0.0
787 · Speaker Fees	22,861.28	18,375.00	4,486.28	124.4
788 · Staff Expense	0.00			
810 · Contract Fees	9,002.41	11,070.00	-2,067.59	81.39
850 · Telephone	0.00			
855 · Transportation	13.15			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	33,748.46	31,345.00	2,403.46	107.7
Net Ordinary Income	19,747.35	880.00	18,867.35	2,244.0
Income	19,747.35	880.00	18,867.35	2,244.0
LINCOME		000.00	10,001.00	

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1840 Leadership Training/Conf. (1800 Professional & Bus.Develop)

		(1000 Fibressional	a bus.bevelop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 - Sponsorship Income	0.00	1,000.00	-1,000.00	0.0%
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 - Instructor Development	0.00			
464 · Leadership Training	18,905.00	20,340.00	-1,435.00	92.99
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
472 ORIM		ero se como en		
Total Income	18,905.00	21,340.00	-2,435.00	88.69
Gross Profit	18,905.00	21,340.00	-2,435.00	88.6
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 - Catering/Hotel	65,742.31	82,555.00	-16,812.69	79.6
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	997.71	3,000.00	-2,002.29	33.3
780 · Postage	7.00			
781 · Printing	243.36	775.00	-531.64	31.4
786 · Promotion	0.00			
787 · Speaker Fees	40,721.99	46,600.00	-5,878.01	87.4
788 · Staff Expense	32.10			
810 · Contract Fees	17,460.76	29,125.00	-11,664.24	60.0
850 · Telephone	0.00			
855 - Transportation	0.00			
860 · Conferences	0.00	0.440.00	0.500.44	00.0
867 · Travel	2,607.86	9,116.00	-6,508.14	28.6
Total Expense	127,813.09	171,171.00	-43,357.91	74.7
Net Ordinary Income	-108,908.09	-149,831.00	40,922.91	72.7
t Income	-108,908.09	-149,831.00	40,922.91	72.7

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1850 Partners Conference (1800 Professional & Bus.Develop)

		(1000 Professional	& bus.bevelop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 - Industry Partners	32,034.00	45,575.00	-13,541.00	70.3%
472 · CRPM	0.00			
		45,575.00	-13,541.00	70.3%
Total Income	32,034.00		· w · · · · · · · · · · · · · · · · · ·	
Gross Profit	32,034.00	45,575.00	-13,541.00	70.3%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	17,276.96	23,690.00	-6,413.04	72.99
632 · Copying	0.00	ŕ	•	
639 · Dues & Commitments.	0.00			
033 · Dues & Communents.				
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	104,52			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	800.00	-800.00	0.09
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	10,645.85	14,041.00	-3,395.15	75.89
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
	28,027.33	38,531.00	-10,503.67	72.7
Total Expense				
Net Ordinary Income	4,006.67	7,044.00	-3,037.33	56.9
Income	4,006.67	7,044.00	-3,037.33	56.9

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

Total 1855 MRE Society (1800 Professional & Bus.Develop)

		(1600 Professional	& bus. Develop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	575.00	500.00	75.00	115.0%
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	575.00	500.00	75.00	115.0%
Gross Profit	575.00	500.00	75.00	115.0%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00	50.00	-50.00	0.09
620 · Building Expense	0.00	00.00	33,04	575
630 · Catering/Hotel	0.00			
	0.00			
632 · Copying				
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	454.95	900.00	-445.05	50.6
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	1,500.00	2,000.00	-500.00	75.0
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	1,954.95	2,950.00	-995.05	66.3
Net Ordinary Income	-1,379.95	-2,450.00	1,070.05	56.3
Income	-1,379.95	-2,450.00	1,070.05	56.39
, moonio		2,100.00	-,	

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1860 Spring Convention (1800 Professional & Bus.Develop)

		(1800 Professional	& Bus.Develop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	107,766.00	149,450.00	-41,684.00	72.1
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	107,766.00	149,450.00	-41,684.00	72.1
Gross Profit	107,766.00	149,450.00	-41,684.00	72.1
Expense	0.00			
540 · Staff Development				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	82,623.69	210,008.00	-127,384.31	39.3
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	24.82	750.00	-725.18	3.3
780 ⋅ Postage	0.00			
781 · Printing	1,806.01	3,000.00	-1,193.99	60.2
786 · Promotion	406.84	7,200.00	-6,793.16	5.7
787 · Speaker Fees	52,045.69	51,000.00	1,045.69	102.1
788 · Staff Expense	0.00			
810 · Contract Fees	97,179.48	92,948.74	4,230.74	104.6
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	899.94	963.00	-63.06	93.5
Total Expense	234,986.47	365,869.74	-130,883.27	64.2
Net Ordinary Income	-127,220.47	-216,419.74	89,199.27	58.8
t Income	-127,220.47	-216,419.74	89,199.27	58.8

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1870 Education Outreach (1800 Professional & Bus.Develop)

Jan - Nov 19	Budget	\$ Over Budget	% of Budget
0.00			
35.00			
632.20			
39,869.00	21,175.00	18,694.00	188.3
0.00			
0.00			
0.00			
60.00			
0.00			
0.00			
ስ በበ			
30.00			
40,631.29	21,175.00	19,456.29	191.9
40,631.29	21,175.00	19,456.29	191.9
0.00			
0.00	0.00	0.00	0.0
	045.00	0.520.35	402.3
	645.00	2,530.35	492.3
0.00			
0.00			
32.21	850.00	-817.79	3.8
695.16	648.00	47.16	107.3
			450
17,610.67	11,250.00	6,360.67	156.5
0.00			
13,163.24	6,750.00	6,413.24	195.0
0.00			
0.00			
0.00			
213.44	2,236.00	- 2,022.56	9.:
34,890.07	22,379.00	12,511.07	155.
5,741.22	-1,204.00	6,945.22	-476.
			-476.8
J;(41.22	-1,204.00	0,070.22	
	0.00 35.00 632.29 39,869.00 0.00 0.00 0.00 0.00 0.00 0.00 35.00 40,631.29 40,631.29 40,631.29 0.00 0.00 0.00 3,175.35 0.00 0.00 0.00 32.21 695.16 0.00 0.00 17,610.67 0.00 13,163.24 0.00 0.00 0.00 213.44	0.00 35.00 632.29 39,869.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00	0.00 35.00 632.29 39,869.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1871 Education Development (1800 Professional & Bus.Develop)

		(1800 Professional	& Bus.Develop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 ⋅ Broker University	0.00			
461 · Education Development	5,741.05	2,312.00	3,429.05	248.39
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	5,741.05	2,312.00	3,429.05	248.3
Gross Profit	5,741.05	2,312.00	3,429.05	248.3
Expense				
540 · Staff Development	0.00	1,000.00	-1,000.00	0.0
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	515.76	1,400.00	-884.24	36.8
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	43.68	250.00	-206.32	17.5
780 · Postage	0.00			
781 - Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	3,750.00	13,595.00	-9,845.00	27.6
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	·····		
Total Expense	4,309.44	16,245.00	-11,935.56	26.5
let Ordinary Income	1,431.61	-13,933.00	15,364.61	-10.3
Income	1,431.61	-13,933.00	15,364.61	-10.3

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1872 Instructor Development (1800 Professional & Bus.Develop)

		(1800 Professional	& Bus.Develop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
•				
462 · Education Outreach	0.00			
463 · Instructor Development	739.00	1,715.00	-976.00	43.19
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 ⋅ rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	739.00	1,715.00	-976.00	43.1
Gross Profit	739.00	1,715.00	-976.00	43.1
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	113.70	200.00	-86,30	56.9
	0.00	200.00	00.00	00.0
632 · Copying		450.00	1.00	00.3
639 · Dues & Commitments.	149.00	150.00	-1.00	99.3
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	52.59	0.00	52.59	100.0
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
		6,500.00	6 500 00	0.0
787 · Speaker Fees	0.00	6,500.00	-6,500.00	0.0
788 · Staff Expense	0.00			
810 - Contract Fees	1,395.00	2,500.00	-1,105.00	55.8
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	2,574.97	4,599.00	-2,024.03	56.0
867 · Travel	0.00			
Total Expense	4,285.26	13,949.00	-9,663.74	30.7
et Ordinary Income	-3,546.26	-12,234.00	8,687.74	29.0
Income	-3,546.26	-12,234.00	8,687.74	29.0
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Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1875 Broker University (1800 Professional & Bus.Develop)

		(1800 Professional	& Bus.Develop)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	1,525.00	7,180.00	-5,655.00	21.29
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 - Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00	~		
Total Income	1,525.00	7,180.00	-5,655.00	21.2
Gross Profit	1,525.00	7,180.00	-5,655.00	21.2
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00	100.00	-100.00	0.0
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	6,951.00	-6,951.00	0.0
632 - Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	900.00	-900.00	0.0
780 · Postage	51.00	360.00	-309.00	14.2
781 - Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	1,125.00	1,125.00	0.00	100.0
788 · Staff Expense	19.02			
810 · Contract Fees	595.00	1,700.00	-1,105.00	35.0
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	24.00	-24.00	0.0
Total Expense	1,790.02	11,160.00	-9,369.98	16.0
Net Ordinary Income	-265.02	-3,980.00	3,714.98	6.
t Income	-265.02	-3,980.00	3,714.98	6.:

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

	Total 1900 Operations			
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income			400 445 00	4.007.50
410 · Interest Income	111,695.08	9,250.00	102,445.08	1,207.5%
415 · Rental Income	78,316.36	94,080.16	-15,763.80	83.2%
417 · Gain on Investments	38,131.96			
430 · Dues Income	9,979,480.41	9,515,530.00	463,950.41	104.99
435 · Law Book	2,612.38	975.00	1,637.38	267.99
497 · Misc Income	124,868.98	4,000.00	120,868.98	3,121.7
Total Income	10,335,105.17	9,623,835.16	711,270.01	107.4
Gross Profit	10,335,105.17	9,623,835.16	711,270.01	107.4
Expense	2 667 224 92	2 646 000 00	150 779 19	94.6
500 · Salaries/Benefits	2,667,221.82	2,818,000.00	-150,778.18	
540 · Staff Development	746.19	6,250.00	-5,503.81	11.9
605 · Awards/Gifts	9,939.69	11,275.00	-1,335.31	88.2
620 · Building Expense	161,946.32	283,950.00	-122,003.68	57.0
630 · Catering/Hotel	34,568.35	44,100.00	-9,531.65	78.4
631 · Computer Service and Expense	438.76			
632 · Copying	2,875.08	2,275.00	600.08	126.4
639 · Dues & Commitments.	56,265.92	59,103.00	-2,837.08	95.2
640 · Equipment Maintenance/Rental	20,512.72	43,000.00	-22,487.28	47.7
690 · Credit Card & EFT Fees/Misc.	176,215.78	232,000.00	-55,784.22	76.0
770 · Supplies	11,514.60	22,750.00	-11,235.40	50.6
780 · Postage	1,892,82	7,375.00	-5,482.18	25.7
781 · Printing	690.51	4,000.00	-3,309.49	17.3
786 · Promotion	13,056.81	32,747.50	-19,690.69	39.9
788 · Staff Expense	400.80	600.00	-199.20	66.8
790 · Subscriptions and Reference	129.23			
800 · Taxes	0.00	3,000.00	-3,000.00	0.0
810 · Contract Fees	91,721.68	125,382.00	-33,660.32	73.2
850 · Telephone	10,681.30	62,750.00	-52,068.70	17.0
860 · Conferences	12,165.98	24,649.00	-12,483.02	49.4
867 · Travel	98,212.06	166,069.00	-67,856.94	59.1
Total Expense	3,371,196.42	3,949,275.50	-578,079.08	85.4
Net Ordinary Income	6,963,908.75	5,674,559.66	1,289,349.09	122.7
t Income	6,963,908.75	5,674,559.66	1,289,349.09	122.7

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1000 General Overhead (1900 Operations)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income	444 000 00	0.050.00	100 445 00	4 007 504
410 · Interest Income	111,695.08	9,250.00	102,445.08	1,207.5%
415 · Rental Income	0.00			
417 · Gain on Investments	38,131.96			
430 · Dues Income	0.00			
435 · Law Book	2,612.38	975.00	1,637.38	267.9%
497 · Misc Income	124,868.98	4,000.00	120,868.98	3,121.7%
Total Income	277,308.40	14,225.00	263,083.40	1,949.4%
Gross Profit	277,308.40	14,225.00	263,083.40	1,949.4%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	746.19	6,250.00	-5,503.81	11.9%
605 · Awards/Gifts	4,212.17	4,500.00	-287.83	93.69
620 · Building Expense	0.00	·		
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	438.76			
632 - Copying	0.00			
639 · Dues & Commitments.	4,025.92	4,585.00	-559.08	87.89
640 · Equipment Maintenance/Rental	20,512.72	43,000.00	-22,487.28	47.79
690 · Credit Card & EFT Fees/Misc.	176,215.78	232,000.00	-55,784.22	76.09
770 · Supplies	11,485.33	22,500.00	-11,014.67	51.0%
780 ⋅ Postage	0.00			
781 · Printing	690.51	4,000.00	-3,309.49	17.3°
786 · Promotion	0.00			
788 · Staff Expense	400.80	600.00	-199.20	66.89
790 · Subscriptions and Reference	129.23			
800 · Taxes	0.00	3,000.00	-3,000.00	0.0
810 · Contract Fees	41,421.09	42,600.00	-1,178.91	97.29
850 · Telephone	10,681.30	62,750.00	-52,068.70	17.09
860 · Conferences	0.00			
867 · Travel	0.00	500.00	-500.00	0.0
Total Expense	270,959.80	426,285.00	-155,325.20	63.6
Net Ordinary Income	6,348.60	-412,060.00	418,408.60	-1.59
: Income	6,348.60	-412,060.00	418,408.60	-1.5%

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1402 Individual Dues (1400 Dues)

		(170	o Dacoj	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budge
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	21,055.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
497 · Wilse meome				
Total Income	21,055.00			
Gross Profit	21,055.00			
Expense				
500 - Salaries/Benefits	0.00			
540 · Staff Development	0.00			
•	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 - Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
050 · Cleuit Caid & El i l'ees/misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
OFG. Talanhama	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	21,055.00			
t Income	21,055.00			

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1404 NAR Institute Affiliates (1400 Dues)

		, , , ,	, o Davo,	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budge
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	9,032.91			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	9,032.91			
Gross Profit	9,032.91			
Expense	0.00			
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 - Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	9,032.91			
et Income	9,032.91			

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1400 Dues - Other (1400 Dues)

		(1.300)	Duoo,	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	9,949,392.50	9,515,530.00	433,862.50	104.6%
435 · Law Book	0.00			
497 · Misc Income	0.00			
497 · Wisc income			·	
Total Income	9,949,392.50	9,515,530.00	433,862.50	104.69
Gross Profit	9,949,392.50	9,515,530.00	433,862.50	104.69
Expense				
500 · Salaries/Benefits	0.00			
540 - Staff Development	0.00			
605 - Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	9,949,392.50	9,515,530.00	433,862.50	104.6
et Income	9,949,392.50	9,515,530.00	433,862.50	104.6
-				

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

Total 1400 Dues (1900 Operations)

	(1900 Ope	erations)	
Jan - Nov 19	Budget	\$ Over Budget	% of Budget
0.00			
0.00			
0.00			
9,979,480.41	9,515,530.00	463,950.41	104.9%
0.00			
	0.545.520.00	462.050.41	104.9%
9,979,480.41	9,515,530.00	463,950.41	
9,979,480.41	9,515,530.00	463,950.41	104.9%
0.00			
0.00			
0.00			
0.00			
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0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
0.00			
9,979,480.41	9,515,530.00	463,950.41	104.9
9,979,480.41	9,515,530.00	463,950.41	104.9
-,,			
	0.00 0.00 9,979,480.41 0.00 9,979,480.41 9,979,480.41 0.00 0.00 0.00 0.00 0.00 0.00 0.00	Jan - Nov 19 Budget 0.00 0.00 0.00 9,979,480.41 9,515,530.00 9,979,480.41 9,515,530.00 9,979,480.41 9,515,530.00 0.00 0.00	0.00 0.00 9,979,480.41 9,515,530.00 463,950.41 9,979,480.41 9,515,530.00 463,950.41 0.00 0.00 0.00 0.00 0.00 0.00 0.00

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual

January through November 2019

1901 Operations & Strategic Sup (1900 Operations)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Evnance				
Expense 500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	1,260.71	1,750.00	-489.29	72.0%
631 · Computer Service and Expense	0.00			
632 · Copying	2,875.08	2,275.00	600.08	126.4%
639 · Dues & Commitments.	2,240.00	4,375.00	-2,135.00	51.2%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	1,892.82	7,375.00	-5,482.18	25.7%
781 · Printing	0.00			
786 · Promotion	3,262.31	11,135.00	-7,872.69	29.3%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	617.22	800.00	-182.78	77.2%
Total Expense	12,148.14	27,710.00	-15,561.86	43.8%
Net Ordinary Income	-12,148.14	-27,710.00	15,561.86	43.8%
t Income	-12,148.14	-27,710.00	15,561.86	43.8%
			A. J. 14. 14. 14. 14. 14. 14. 14. 14. 14. 14	

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1903 Association Relations (1900 Operations)

Ordinary Income Expense Income			(,	
Income		Jan - Nov 19	Budget	\$ Over Budget	% of Budget
410 · Interest Income	Ordinary Income/Expense				
415 · Rental Income					
417 · Gain on Investments	410 · Interest Income	0.00			
430 - Dues Income	415 · Rental Income	0.00			
A35 Law Book	417 · Gain on Investments	0.00			
Total Income 0.00 Gross Profit 0.00 Expense 500 · Salaries/Benefits 0.00 540 · Staff Development 0.00 605 · Awards/Gifts 0.00 620 · Building Expense 0.00 631 · Catering/Hotel 14,747.20 15,500.00 -752.80 95.1 631 · Computer Service and Expense 0.00 632 · Copying 0.00 639 · Dues & Commitments. 0.00 640 · Equipment Maintenance/Rental 0.00 690 · Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 781 · Printing 0.00 788 · Promotion 2,755.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 850 · Telephone 0.00 850 · Telephone 0.00 857 · Travel 141.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 5,150.18 77.	430 · Dues Income	0.00			
Total Income 0.00	435 ⋅ Law Book	0.00			
Expense	497 · Misc Income	0.00			
Expense 500 · Salaries/Benefits 0.00 540 · Staff Development 0.00 605 · Awards/Gifts 0.00 620 · Building Expense 0.00 630 · Catering/Hotel 14,747.20 15,500.00 -752.80 95.1 631 · Computer Service and Expense 0.00 632 · Copying 0.00 639 · Dues & Commitments. 0.00 640 · Equipment Maintenance/Rental 0.00 640 · Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 780 · Postage 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 141.75 3,700.00 -3,285.25 11.5 Total Expense 17,912.32 23,062.50 5,150.18 77.	Total Income	0.00			
500 · Salaries/Benefits 0.00 540 · Staff Development 605 · Awards/Gifts 0.00 0.00 620 · Building Expense 0.00 0.00 630 · Catering/Hotel 14,747.20 15,500.00 -752.80 95.1 631 · Computer Service and Expense 0.00 632 · Copying 0.00 0.00 632 · Copying 0.00 639 · Dues & Commitments. 0.00 0.00 640 · Equipment Maintenance/Rental 0.00 690 · Credit Card & EFT Fees/Misc. 0.00 0.00 770 · Supplies 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 800 · Taxes 0.00 860 · Conferences 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.5 Total Expense 17,912.32 23,062.50 5,150.18 77.5 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.5	Gross Profit	0.00			
500 · Salaries/Benefits 0.00 540 · Staff Development 605 · Awards/Gifts 0.00 0.00 620 · Building Expense 0.00 0.00 630 · Catering/Hotel 14,747.20 15,500.00 -752.80 95.1 631 · Computer Service and Expense 0.00 632 · Copying 0.00 0.00 632 · Copying 0.00 639 · Dues & Commitments. 0.00 0.00 640 · Equipment Maintenance/Rental 0.00 690 · Credit Card & EFT Fees/Misc. 0.00 0.00 770 · Supplies 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 800 · Taxes 0.00 860 · Conferences 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.5 Total Expense 17,912.32 23,062.50 5,150.18 77.5 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.5	Expense				
605 · Awards/Gifts 0.00 620 · Building Expense 0.00 630 · Catering/Hotel 14,747.20 15,500.00 -752.80 95.1 631 · Computer Service and Expense 0.00 632 · Copying 0.00 639 · Dues & Commitments. 0.00 640 · Equipment Maintenance/Rental 0.00 690 · Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 780 · Postage 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 144.75 3,700.00 -3,285.25 11.2 Total Expense 17,912.32 23,062.50 5,150.18 77.		0.00			
605 · Awards/Gifts 0.00 620 · Building Expense 0.00 630 · Catering/Hotel 14,747.20 15,500.00 -752.80 95.1 631 · Computer Service and Expense 0.00 632 · Copying 0.00 639 · Dues & Commitments. 0.00 640 · Equipment Maintenance/Rental 0.00 690 · Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 867 · Travel 141.75 3,700.00 -3,285.25 11.2 Total Expense 17,912.32 23,062.50 5,150.18 77.	540 · Staff Development	0.00			
620 · Building Expense 0.00 630 · Catering/Hotel 14,747.20 15,500.00 -752.80 95.1 631 · Computer Service and Expense 0.00 632 · Copying 0.00 633 · Dues & Commitments. 0.00 640 · Equipment Maintenance/Rental 0.00 690 · Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.2 Total Expense 17,912.32 23,062.50 5,150.18 77.		0.00			
631 · Computer Service and Expense		0.00			
631 · Computer Service and Expense	630 · Catering/Hotel	14,747.20	15,500.00	-752.80	95.1
632 · Copying					
639 · Dues & Commitments. 0.00 640 · Equipment Maintenance/Rental 0.00 690 · Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 780 · Postage 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11. Total Expense 17,912.32 23,062.50 -5,150.18 77. Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.		0.00			
690 · Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 780 · Postage 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.5 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.5		0.00			
690 - Credit Card & EFT Fees/Misc. 0.00 770 · Supplies 0.00 780 · Postage 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.2 Total Expense 17,912.32 23,062.50 -5,150.18 77.3	640 · Equipment Maintenance/Rental	0.00			
780 · Postage 0.00 781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77. Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.		0.00			
781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 0.00 800 · Taxes 0.00 0.00 850 · Telephone 0.00 0.00 860 · Conferences 0.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3	770 · Supplies	0.00			
781 · Printing 0.00 786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3	780 · Postage	0.00			
786 · Promotion 2,750.37 3,862.50 -1,112.13 71.2 788 · Staff Expense 0.00 790 · Subscriptions and Reference 0.00 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3	-	0.00			
790 · Subscriptions and Reference 800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 860 · Conferences 967 · Travel 0.00 967 · Travel 414.75 3,700.00 -3,285.25 11.5 Total Expense 17,912.32 23,062.50 -5,150.18 77.5 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.5		2,750.37	3,862.50	-1,112.13	71.2
800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77. Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.	788 · Staff Expense	0.00			
800 · Taxes 0.00 810 · Contract Fees 0.00 850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3	790 · Subscriptions and Reference	0.00			
850 · Telephone 0.00 860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3					
860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3	810 · Contract Fees	0.00			
860 · Conferences 0.00 867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3	850 · Telephone	0.00			
867 · Travel 414.75 3,700.00 -3,285.25 11.3 Total Expense 17,912.32 23,062.50 -5,150.18 77.3 Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.3	860 · Conferences	0.00			
Net Ordinary Income -17,912.32 -23,062.50 5,150.18 77.		414.75	3,700.00	-3,285.25	11.2
	Total Expense	17,912.32	23,062.50	-5,150.18	77.
Income -17,912.32 -23,062.50 5,150.18 77.	Net Ordinary Income	-17,912.32	-23,062.50	5,150.18	77.3
	t Income	-17,912.32	-23,062.50	5,150.18	77.7

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1905 National Meetings (1900 Operations)

		(1500 Opc	i dilottoj	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 - Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
	VW- 4000000 10 11 11 11 11 11 11 11 11 11 11			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	895.06	3,300.00	-2,404.94	27.1
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	50,000.00	50,143.00	-143.00	99.7
640 - Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 - Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	12,012.39	18,610.00	-6,597.61	64.5
867 · Travel	53,509.46	90,430.00	-36,920.54	59.2
Total Expense	116,416.91	162,483.00	-46,066.09	71.6
Net Ordinary Income	-116,416.91	-162,483.00	46,066.09	71.6
Income	-116,416.91	-162,483.00	46,066.09	71.0
-				

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1920 EXCOM & Director Support (1900 Operations)

	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
ordinary Income/Expense	- 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4			
Income				
410 - Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	5,727.52	6,775.00	-1,047.48	84.5%
620 · Building Expense	0.00			
630 - Catering/Hotel	17,665.38	23,550.00	-5,884.62	75.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	29.27	250.00	-220.73	11.79
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 - Contract Fees	4,586.19	12,500.00	-7,913.81	36.79
850 · Telephone	0.00			
860 · Conferences	153.59	6,039.00	-5,885.41	2.5
867 · Travel	43,670.63	68,139.00	-24,468.37	64.1
Total Expense	71,832.58	117,253.00	-45,420.42	61.39
et Ordinary Income	-71,832.58	-117,253.00	45,420.42	61.39
ncome	-71,832.58	-117,253.00	45,420.42	61.39

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1955 Public Relations (1900 Operations)

		(1500 Opt	nacionaj	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
457 - MISC ITCOME				
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 - Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 - Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	7,044.13	17,750.00	-10,705.87	39.7
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	34,238.25	55,842.00	-21,603.75	61.3
	•		·	
850 · Telephone	0.00			
860 · Conferences	0.00	0 500 00	2 600 00	0.0
867 · Travel	0.00	2,500.00	-2,500.00	
Total Expense	41,282.38	76,092.00	-34,809.62	54.3
Net Ordinary Income	-41,282.38	-76,092.00	34,809.62	54.3
Income	-41,282.38	-76,092.00	34,809.62	54.3

Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

1990 Personnel (1900 Operations)

	(1300 Operations)			
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	2,667,221.82	2,818,000.00	-150,778.18	94.6%
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 - Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
	0.00			
780 · Postage 781 · Printing	0.00			
786 · Promotion	0.00			
	0.00			
788 · Staff Expense				
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	0.00			
850 - Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	2,667,221.82	2,818,000.00	-150,778.18	94.6
Net Ordinary Income	-2,667,221.82	-2,818,000.00	150,778.18	94.6
income	-2,667,221.82	-2,818,000.00	150,778.18	94.6
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Arizona Association of REALTORS® Profit & Loss Budget vs. Actual January through November 2019

6000 Building (1900 Operations)

		(1900 Ope	erations)	
	Jan - Nov 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income	0.00			
410 · Interest Income	0.00			
415 · Rental Income	78,316.36	94,080.16	-15,763.80	83.2%
417 · Gain on Investments	0.00		•	
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	78,316.36	94,080.16	-15,763.80	83.2%
Gross Profit	78,316.36	94,080.16	-15,763.80	83.29
Expense 500 · Salaries/Benefits	0.00			
** -				
540 · Staff Development	0.00 0.00			
605 · Awards/Gifts 620 · Building Expense	161,946.32	283,950.00	-122,003.68	57.0
• .		200,000.00	,, 000.00	
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00 0.00			
632 · Copying 639 · Dues & Commitments.	0.00			
639 · Dues & Communerus.				
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
800 · Taxes	0.00			
810 · Contract Fees	11,476.15	14,440.00	-2,963.85	79.5
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	173,422.47	298,390.00	-124,967.53	58.1
Net Ordinary Income	-95,106.11	-204,309.84	109,203.73	46.5
Income	-95,106.11	-204,309.84	109,203.73	46.5